International Industrial Organization Conference

April 8th and April 9th 2005
Atlanta, Georgia
# International Industrial Organization Conference

**Georgia Institute of Technology**

**April 8th and 9th 2005**

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- Troutman Sanders LLP
- Public Policy Research Center
- Center for Paper Business Industry Studies
- Charles River Associates
Welcome to the International Industrial Organization Conference

Welcome to the third annual International Industrial Organization Conference. We are very pleased that the enthusiastic response to the first two conferences has continued. Approximately 550 papers were submitted and the final program contains about 300 papers. The International Industrial Organization Conference was founded by, and is run under the auspices of, the Industrial Organization Society. The main sponsors this year are the School of Economics at Georgia Tech which is the hosting of the conference, the Ivan Allen College at Georgia Tech, the Center for Paper Business and Industry Studies (CPBIS), Troutman Sanders LLP of Atlanta, the Public Policy Research Center at the University of Florida and Charles River Associates. We are extremely grateful for their generous financial support, without which the conference would not be possible.

Organizing the conference required the effort and support of many people. We thank the members of the Program Committee listed in this program. We acknowledge the significant contributions made by Rithika Naidu from Georgia Tech in helping with myriad tasks related to the finalizing the program. Finally we thank Cheryl Fonville from Northeastern University for helping us with maintaining the conference website.

Thanks, finally, are due to the participants, whose contributions have ensured the success of the conference. Many generously agreed to serve as discussants and chairs, in some cases accommodated last minute scheduling changes.

Kenneth Boyer (Michigan State University), Chair, Program Committee
Vivek Ghosal (Georgia Institute of Technology), Chair, Local Organization Committee
Conference Organizers

Program Committee
Chair: Kenneth Boyer (Michigan State University)
Kenneth Corts (University of Toronto)
Gary Fournier (Florida State University)
Vivek Ghosal (Georgia Institute of Technology)
Gautam Gowrisankaran (Washington University)
Marc Ivaldi (University of Toulouse)
Francine Lafontaine (University of Michigan)
Catherine Matraves (Michigan State University)
Scott Stern (Northwestern University)
Catherine Wolfram (University of California, Berkeley)

Local Organization Committee
Chair: Vivek Ghosal (Georgia Institute of Technology)

Finance Committee
Stephen Martin (Purdue University)
Christopher Snyder (George Washington University)
Kenneth Boyer (Michigan State University)

Webmaster
Cheryl Fonville (Northeastern University)
General Information

The conference will be held at the Georgia Tech Hotel and Conference center located at the intersection of Spring Street and 5th Street in Midtown Atlanta. The conference website contains details on how to get to the hotel from the airport.

**There will be NO on-site registration.** All participants and guests must pre-register using the forms available on the conference website: http://www.ios.neu.edu

To avoid delays at the start of lunch, please pick up your conference name tags (confirming that you are registered) before 11:30am on Friday and (for those coming in late) before 11:30am on Saturday. This will help us avoid long lines right before lunch. Access to the luncheon will be strictly regulated by the conference center to those with the conference badges. There will be no exceptions to this rule.

The Session IDs (top left corner of each session) have been re-labeled from what you may have received during the confirmation of your session details. But the day and time slot (such as Friday 2:15-3:45) remains the same.

Please note that in the summary of sessions and the names posted outside the session rooms, the session names have been abbreviated in several cases to facilitate formatting.

For those of you who are staying at the Renaissance Hotel, the conference center is about a 10 minute walk. Please ask the concierge at the Renaissance Hotel for directions.
Industrial Organization Society

The Industrial Organization Society (IOS) was founded in 1972 by Stanley Boyle, working closely with Willard Mueller. The aim was to promote research on competition and market power in real-world markets, and on antitrust and regulatory policies. Boyle headed the IOS, with a governing Board of distinguished scholarly economists.

The IOS is responsible for the *Review of Industrial Organization* and more recently has initiated annual awards for the Best Paper by a Junior Scholar in the Review, as well as a Distinguished Fellow Award presented to a leading scholar in the field. The IOS has long sponsored sessions at the meetings of the American Economics Association and the Southern Economics Association. More recently, it has launched this International Industrial Organization Conference in order to accommodate the needs and interests of the burgeoning field.

**Officers**

**President:** Robert Feinberg  
American University  

**Vice-President:** Christopher Snyder  
George Washington University  

**Secretary-Treasurer:** Kenneth Boyer  
Michigan State University  

**Board of Directors**

Kenneth Boyer  
Michigan State University  

Robert Feinberg  
American University  

John Kwoka  
Northeastern University  

Stephen Martin  
Purdue University  

Robert Masson  
Cornell University  

Dennis Mueller  
University of Vienna  

John Scott  
Dartmouth College  

William Shepherd  
U Mass.-Amherst (emeritus)  

Christopher Snyder  
George Washington University  

**Past Presidents**

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<td>Stephen Martin</td>
<td>University of Amsterdam</td>
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<tr>
<td>John Scott</td>
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<td>1999</td>
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<td>John Kwoka</td>
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<td>Paul Geroski</td>
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<td>Carl Shapiro</td>
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<td>Richard Gilbert</td>
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<td>William Shepherd</td>
<td>University of Massachusetts-Amherst</td>
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Review of Industrial Organization

The *Review of Industrial Organization*, affiliated with the Industrial Organization Society, is celebrating its thirty-first year of publication. Throughout its history, the *Review* has provided an outlet for empirical or applied research, while welcoming theoretical work that either originates with a real-world puzzle or has clear implications for an applied question. The *Review* is published by Springer Science+Business Media B.V. and appears in two volumes of four issues each per year.

The General Editor of the *Review* since 2004 has been Lawrence J. White of NYU’s Stern School of Business. At present the *Review* has an Editorial Board of twenty members listed below. There are, in addition, special editors in charge of several features that periodically appear in the *Review*. One recent feature that has been of wide interest has been an annual “Antitrust and Regulatory Update,” which has included essays on current policy issues by the Chief Economists of the U.S. Department of Justice’s Antitrust Division, the Federal Trade Commission, and the Federal Communications Commission.

The *Review* welcomes articles on all aspects of industrial organization, broadly defined, as well as symposia and special topics. Submissions should be sent to the General Editor (Lwhite@stern.nyu.edu) and must be in electronic form. Further information about the *Review* and submission guidelines can be found through: http://www.springeronline.com/journal/11151/about.

*General Editor*

Lawrence J. White  New York University

*Editorial Board*

John Howard Brown  Georgia Southern University  Fiona Scott Morton  Yale University
Sara Fisher Ellison  MIT  Dennis Mueller  University of Vienna
Robert Feinberg  American University  Sharon Oster  Yale University
Vivek Ghosal  Georgia Institute of Technology  Michael Pollitt  Cambridge University
Rachael Goodhue  U. C. Davis  Robin Prager  Federal Reserve Board
Jeroen Hinloopen  University of Amsterdam  Laura Rondi  CERIS-CNR
John E. Kwoka, Jr.  Northeastern University  David Round  Univ. of South Australia
Josh Lerner  Harvard University  Michael Salinger  Boston University
Stephen Martin  Purdue University  F. M. Scherer  Princeton University
Michael Mazzeo  Northwestern University  John T. Scott  Dartmouth College

*Special Editors*

Industry Issues  Victor Tremblay  Oregon State University
Conference Special Issue  Christopher Snyder  George Washington University
Consulting  William Shepherd  U Mass Amherst (emeritus)
Review of Industrial Organization Awards

2004 AWARDS

Distinguished Fellow
Oliver E. Williamson
Edgar F. Kaiser Professor of Business, Economics and Law
University of California, Berkeley

Best Paper by a Junior Author in the past year’s RIO

Helder Vasconcelos
Bocconi University
“Entry Effects on Cartel Stability and the Joint Executive Committee”

PREVIOUS AWARD RECIPIENTS

Distinguished Fellow

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<th>Year</th>
<th>Name</th>
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<td>2003</td>
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<tr>
<td>2001</td>
<td>William Shepherd</td>
<td>University of Massachusetts-Amherst</td>
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<td>2000</td>
<td>Richard Caves</td>
<td>Harvard University</td>
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<td>1999</td>
<td>Jean Tirole</td>
<td>IDEI, Toulouse</td>
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<td>1998</td>
<td>F. M. Scherer</td>
<td>Harvard University</td>
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Best Paper by a Junior Author

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<tr>
<td>2003</td>
<td>Michael Mazzeo</td>
<td>“Competition and Service Quality in the U.S. Airline Industry”</td>
</tr>
<tr>
<td>2002</td>
<td>Claudio Piga</td>
<td>&quot;Debt and Firms’ Relationships: The Italian Evidence”</td>
</tr>
<tr>
<td>2000</td>
<td>In Kwon Lee</td>
<td>“Non-Cooperative Tacit Collusion, Complementary Bidding &amp; Incumbency Premium”</td>
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<td>1999</td>
<td>Philippe Cyrenne</td>
<td>“On Antitrust Enforcement and the Deterrence Of Collusive Behavior”</td>
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<tr>
<td>1998</td>
<td>Rachael Goodhue</td>
<td>“Sustaining Collusion via a Fuzzy Trigger”</td>
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</table>
Description: Presenters at the International Industrial Organization Conference have the opportunity to submit their papers to a special symposium issue of the Review of Industrial Organization devoted to the conference. Symposium papers will "count" just like regular publications in the Review since they will be subject to the same editorial standards and referee review. The symposium will also contain the text of the keynote speaker's presentations (included at the discretion of the keynote speakers; these will not be refereed).

Benefits: Besides providing a dedicated outlet for conference papers, the symposium will provide the benefit of rapid decision time and rapid publication conditional on acceptance.

Process: Of the submitted papers, a number will be selected by the editor to be refereed. Papers that pass through the refereeing process and are accepted will be published together in the symposium issue around November 2005. Authors who do not choose to submit their papers for this symposium issue, as well as authors whose papers were submitted to the symposium but not selected to be refereed, are not precluded from later submitting their papers to be considered for a regular issue of the Review of Industrial Organization.

Editor: Christopher Snyder, Associate Editor of the Review, will edit the symposium.

Submission: The deadline for submission is June 15, 2005. Submissions should be emailed in PDF format to Christopher Snyder, csnyder@gwu.edu.
Occupying 400 acres in the heart of the city of Atlanta, the Georgia Institute of Technology is one of the nation's top research universities, distinguished by its commitment to improving the human condition through advanced science and technology. Georgia Tech consistently ranks among *U.S. News & World Report's* top ten public universities in the United States and with more than 16,000 undergraduate and graduate students, Georgia Tech is using innovative teaching and advanced research to define the technological university of the 21st century.

The Department of Economics and Social Sciences at Georgia Tech was established in 1934 and in 1948 the 'General College' was created and housed the Department of Economics and a newly formed Department of Social Sciences. In 1981 the General College was renamed the College of Sciences and Liberal Studies. And in 1990, a major restructuring occurred, creating the College of Management, Policy, and International Affairs, shortly renamed the Ivan Allen College (IAC), in honor of Ivan Allen, Jr., the Mayor of Atlanta (1962-1970) during a time associated with the creation of the "New South". In 1998, a separate College of Management was established and the IAC took on its present form, comprising six Schools and Departments, including the School of Economics.

With teaching and research strengths in industrial organization, international economics, and econometrics, the School of Economics at Georgia Tech provides a flourishing environment for technologically oriented students to explore the diverse economic, political, and international implications of innovation and technology. Recognizing that technological progress in the past quarter century has permanently altered the global competitive landscape, the School has created innovative undergraduate academic programs, including joint degrees with the School of International Affairs and the School of Modern Languages, to accommodate an increasing need that students better understand the roles of institutions, regulations, cultural diversity, and geopolitical environments in economic decisions and policy-making. And with its emphasis on quantitative and econometric analysis, the School's Professional Master's Program provides a learning environment that emphasizes quantitative skills and offers a curriculum that enables students to leverage Georgia Tech expertise in related areas. The School has developed research and teaching relationships with European and Asian universities and co-sponsors a Shanghai Summer Program with the Office of International Affairs and the School of Electrical and Computer Engineering.
The Ivan Allen College located within a world-class technological institute provides the right environment for our faculty and students to redefine the grounds of intellectual exchange at the nexus of science, technology, the humanities, and social sciences. Toward these ends, Ivan Allen College is developing a new version of the liberal arts. Our goal is to integrate the Institute's traditional professional strengths with the kind of liberal education that prepares students to manage information, design and plan projects, communicate clearly, think critically, and work effectively in teams across disciplines and cultures. Although technological change has become a dominant force in transforming our daily lives, our work, and the world, technology does not simply happen. The principles, ethics, and outcomes of technology have to be understood and evaluated. Understanding the contexts of technological development and managing its results are fundamental to Georgia Tech's mission—and that, in simple terms, is our main focus at Ivan Allen College.

From designing activism internet games to predicting the price of paper, Ivan Allen College faculty, research staff and students explore a wide range of social and humanistic issues. Many of them examine how society shapes and is shaped by science and technology. The College is home to one of the largest concentrations in the nation of researchers on the science, technology and engineering workforce, distinguished historians and sociologists whose works characterize the development and impact of science and technology, literary scholars and artists whose media are digital, and one of the few policy schools in the nation with a focus on science and technology policy. The global reach of interests in the College is manifest in new research projects, such as the political and cultural influences on development of indigenous drugs, the role of scientific creativity in international economic development, and the role of information security in international relations. Ivan Allen College faculty are also increasing the diversity and interdisciplinarity of the liberal arts through research collaborations with scientists and engineers, as well as local, national and international academic, business and government partners.
Conference Schedule

Friday, April 8th
9:30 – 2:30  Registration desk open for participants to pick up the name tags
12:00 - 1:15 Luncheon. Speaker: Margaret Slade
(To have lunch, you must have the conference name tag. No exceptions to this.)
1:15 - 2:15  Break
2:15 - 3:45  Session 1
3:45 - 4:00  Coffee Break
4:00 - 6:00  Session 2
6:00 - 7:30  Reception – to be held in the Salons 1-3 area of the conference hotel.

Saturday, April 9th
9:30 – 1:30  Registration desk open for participants to pick up the name tags
8:30 - 10:00  Session 3
10:00 - 10:15  Coffee Break
10:15 - 11:45  Session 4
12:00 - 1:15  Luncheon. Speaker: David Sappington
(To have lunch, you must have the conference name tag. No exceptions to this.)
1:15 - 2:15  Break
2:15 - 3:45  Session 5
3:45 - 4:00  Coffee Break
4:00 - 6:00  Session 6

1. Coffee, tea, other beverages and food will be available during the course of the conference: 1:00pm-4:30pm on Friday and 7:30am-4:30pm on Saturday. Registered participants with conference name tags will have access to these facilities. Given the timing, conference participants can use the early availability on Saturday as their breakfast. There will be ample food and drinks.

2. The conference hotel has two floors. The second floor will have most of the session rooms, the luncheon banquet room and the reception room.
### SUMMARY OF SESSIONS

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<td>1L</td>
<td>Conference D</td>
<td>Ownership and Competition</td>
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<td>Conference A</td>
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<td>2C</td>
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<td>Procurement Auctions</td>
<td>Huseyin Yildirim</td>
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<td>Mergers</td>
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<td>John Howard Brown</td>
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<td>Network Equilibrium over Space</td>
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<td>Conference 6</td>
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<td>Industry Case Studies</td>
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<td>Conference C</td>
<td>Patent Value and the US IPR regime</td>
<td>Wesley Hartmann</td>
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<td>Effects of Advertising</td>
<td>Robert DeYoung</td>
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<td>Gold</td>
<td>Economics of the Internet and R&amp;D</td>
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<td>Conference 1</td>
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<td>Leslie Marx</td>
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<td>Conference 3</td>
<td>Financial Constraints and Firm Size</td>
<td>Adelino Fortunato</td>
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<td>Total Factor Productivity</td>
<td>Jutta Guenther</td>
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<td>Estimating Demand in Online Markets</td>
<td>Michael Baye</td>
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<td>3B</td>
<td>Conference B</td>
<td>Information Technology Adoption</td>
<td>Chris Forman</td>
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<td>3C</td>
<td>Conference E</td>
<td>Antitrust Enforcement</td>
<td>Timothy Brennan</td>
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<td>IO and International Trade</td>
<td>Sofronis Clerides</td>
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<td>Tests of Competition and Strategy</td>
<td>Mikiyung Yun</td>
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<td>Dirk Czarnitzki</td>
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<td>Software Development and Learning</td>
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<td>Conference D</td>
<td>Applied Contracting</td>
<td>Christian Wey</td>
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<td>Gold</td>
<td>Collusion, Predation and Market Power</td>
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<td>Markets and the Environment</td>
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<td>Competition and Performance</td>
<td>Marc Ivaldi</td>
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<td>Sports Economics</td>
<td>Jiyoung Kwon</td>
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**Saturday, 10:15-11:45am.**

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<thead>
<tr>
<th>Conference</th>
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<tr>
<td>4A</td>
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<td>4B</td>
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<td>4C</td>
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**Saturday, 2:15-3:45pm**

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<td>Market Power in Electricity Markets</td>
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<td>Economics of the Finance Industry</td>
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<td>The Determinants and Effects of Entry</td>
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<td>Gold</td>
<td>Patent Grants and Litigation</td>
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<td>Dynamics of Learning and Innovation</td>
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<td>Pricing in Electricity Markets</td>
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<td>Conference 3</td>
<td>Studies in Market Dynamics and Pricing</td>
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<td>4:00</td>
<td>Conference 5</td>
<td>Knowledge Spillovers</td>
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</table>
FRIDAY, APRIL 8TH.

1A. Structural Estimation
Friday 2:15-3:45. Room: Salon 4
Chair: Marcus Asplund (London Business School): masplund@london.edu

Papers
Marcus Asplund (London Business School)
Pricing for Long-Run Profits: The Swedish Tobacco Monopoly 1920-1959
masplund@london.edu

Patrick Bajari (Department of Economics, Duke University)
Identification and Estimation of Discrete Games of Complete Information
bajari@econ.duke.edu
(with Han Hong and Stephen Ryan)

Michael Peneder (Austrian Institute of Economic Research, WIFO)
How do Firm Entry and Turnover Relate to Growth and Profitability?
michael.peneder@wifo.ac.at

Discussants
Adelino Fortunato: adelino.fortunato@netvisao.pt
Andrzej Skrzypacz: andy@gsb.stanford.edu
Minjae Song: minjae.song@econ.gatech.edu

1B. Variety and Market Structure
Friday 2:15-3:45. Room: Conference A
Chair: Andrew Wait (University of Sydney and University of Massachusetts-Amherst): a.wait@econ.usyd.edu.au

Papers
Brian McManus (Olin School of Business, Washington University)
Technology Adoption and Market Structure: Evidence from Infertility Treatment Markets
mcmanus@wustl.edu
(With Barton Hamilton)

Andrew Sweeting (Department of Economics, Northwestern University)
Music Variety, Station Listenership and Station Ownership in the Radio Industry
asweeting@northwestern.edu

Mo Xiao (University of Rochester)
The Impact of Minimum Quality Standards on Firm Entry, Exit, and Quality Choices: The Childcare Market
mxiao@troi.cc.rochester.edu
(With V. Joseph Hotz)

Discussants
Andrew Wait: a.wait@econ.usyd.edu.au
Brent Goldfarb: brentg@umd.edu
Sandra Campo: campo@email.unc.edu

1C. Pricing & Non-Pricing Strategies
Friday 2:15-3:45. Room: Conference B
Chair: David Sappington (Department of Economics, University of Florida): sapping@ufl.edu

Papers
Anette Boom (Copenhagen Business School)
Download for Free: When do Providers of Digital Goods Offer Free Samples?
ab.eco@cbs.dk

Lynne Pepall (Department of Economics, Tufts University)
Advertising and Bidding for Television Programming
Lynne.Pepall@tufts.edu
(With Daniel Richards)

Patrick Greenlee (U.S. Department of Justice)
Competing with Loyalty Discounts
patrick.greenlee@usdoj.gov
(With David Reitman)

Discussants
Bruno Julien: bjullien@cict.fr
Dongsoo Shin: dshin@scu.edu
Joseph E. Harrington, Jr.: joe.harrington@jhu.edu

1D. Technology Diffusion and Standardization
Friday 2:15-3:45. Room: Conference D
Chair: James Brown (University of Montana): jrbrown@montana.edu

Papers
Tim Simcoe (Rotman School of Management, University of Toronto)
Committees and the Creation of Technical Standards
timothy.simcoe@rotman.utoronto.ca

Morten Hviid (Norwich School of Law and Centre for Competition Policy, University of East Anglia)
Diffusion of New Technology and Complementary Best Practice: A case Study
m.hviid@uea.ac.uk
(With Ingrid Henriksen)

Discussants
Sylvain Bourjade: sylvain.bourjade@univ-tlse1.fr
Bettina Peters: b.peters@zew.de
1E. Infrastructure Industries
Friday 2:15-3:45. Room: Salon 5
Chair: Robert Feinberg (Department of Economics, American University): feinber@american.edu

Papers
Marc Ivaldi (University of Toulouse, and CEPR)
Welfare Tradeoffs in U.S. Rail Mergers
ivaldi@cie.fr
(With Gerard McCullough)

Mats Bergman (Swedish Competition Authority and Department of Economics, Stockholm University)
When Should an Incumbent Be Obliged to Share its Infrastructure with an Entrant Under the General Competition Rules?
mats.bergman@kkv.se

Monica E. Hartmann (Department of Economics, University of St. Thomas)
Automobile Maintenance Costs, Used Cars, and Adverse Selection
mehartmann@stthomas.edu
(With Maxim Engers and Steven Stern)

Discussants
Kenneth D. Boyer: boyerkd@msu.edu
Rob van derLaan: robvanderlaan@yahoo.com
John Howard Brown: jbrown@georgiasouthern.edu

1G. Empirical Methods for Antitrust Analysis
Friday 2:15-3:45. Room: Salon 6
Chair: John Yun (Federal Trade Commission): jyun@ftc.gov

Papers
Christopher Taylor (Federal Trade Commission)
Geographic Competition, Location and Site Specific Attributes in Localized Pricing Decisions: An Examination of the Determinants of Site Specific Gasoline Prices
taylor@ftc.gov
(With Daniel Hosken)

John Yun (Federal Trade Commission)
Properties of Retail Distribution
jyun@ftc.gov
(With Steven Tenn)

Robert McMillan (Federal Trade Commission)
Different Flavor, Same Price: The Puzzle of Uniform Pricing for Differentiated Products
rmcmillan@ftc.gov

Discussants
George Deltas: deltas@uiuc.edu
Johan Stennek: johans@iui.se
Robert Zeithammer: robert.zeithammer@chicagoGSB.edu

1H. Jobs and Firms
Friday 2:15-3:45. Room: Conference 6
Chair: Edward Kutsoati (Department of Economics, Tufts University): edward.kutsoati@tufts.edu

Papers
Elena Krasnokutskaya (Department of Economics, University of Pennsylvania)
Demand for “Jobs” in the Market with Lumpy Projects and Uncertain Awards
ekrasnok@sas.upenn.edu

Joel Shapiro (Universitat Pompeu Fabra)
Downsizing, Job Insecurity, and Firm Reputation
joel.shapiro@upf.edu
(with Doh-Shin Jeon)

Discussants
Xiaoyong Zheng: xzheng@indiana.edu
Andrew F. Daughety: andrew.f.daughety@vanderbilt.edu
I. The Digital Divide and Other Social Implications of Technology  
Friday 2:15-3:45. Room: Conference 7  
Chair: Marc Fusaro (Department of Economics, East Carolina University): FusaroM@mail.ecu.edu

Papers
Avi Goldfarb (Rotman School of Management, University of Toronto)  
Does the Internet Defy the Law of Gravity? Foreign Websites and American Consumers  
Avi.Goldfarb@Rotman.utoronto.ca

Marc Fusaro (Department of Economics, East Carolina University)  
Consumers’ Bank Choice and Overdraft Volumes: The Welfare Implications of Bounce Protection Programs  
FusaroM@mail.ecu.edu

Jeffrey T. Prince (Cornell University)  
Measuring the Digital Divide: Structural Estimation of the Demand for Personal Computers  
jtp35@cornell.edu

Discussants
Nicholas G. Rupp: ruppn@mail.ecu.edu  
Nick Kreisle: nkreisle@fho.gov  
Michelle Sovinsky Goeree: michelle.goeree@claremontmckenna.edu

1J. Appropriating Gains from Innovation in Competitive Industries  
Friday 2:15-3:45. Room: Conference 8  
Chair: Beth Webster (Melbourne Institute of Applied Econ. & Social Research, Univ. of Melbourne): e.webster@unimelb.edu.au

Papers
Dirk Czarnitzki (Katholieke Universiteit Leuven)  
On the Profitability of Innovative Assets  
dirk.czarnitzki@econ.kuleuven.ac.be

Thitima Puttitanun (Department of Economics, San Diego State University)  
Impact of Different Imitation Risks on Entry Modes by Multinational Firms  
tputtita@mail.sdsu.edu

Beth Webster (Melbourne Institute of Applied Economic and Social Research, University of Melbourne)  
Innovation, Appropriability and Learning at the Company Level  
e.webster@unimelb.edu.au

Discussants
Oleg Badunenko: badunenko@iouv-ffo.de  
Mahmut Yasar: myasar@emory.edu  
Thitima Puttitanun: puttita@mail.sdsu.edu

1K. Price Discrimination  
Friday 2:15-3:45. Room: Conference C  
Chair: Wesley W. Wilson (University of Oregon): wwilson@uoregon.edu

Papers
Silvia Ferreira Jorge (DEGEI, Universidade de Aveiro)  
Delivered versus Mill Nonlinear Pricing in Free Entry Markets  
sjorge@egi.ua.pt

V. Brian Viard (Graduate School of Business, Stanford)  
Quantity-Based Price Discrimination Using Frequency Reward Programs  
viard_brian@gsb.stanford.edu  
(with Wesley Hartmann)

M. Soledad Arellano (Department of Industrial Engineering, Universidad de Chile)  
Spatial Peak-load Pricing  
sarellan@dii.uchile.cl  
(with Pablo Serra)

Discussants
Mara Lederman: mara.lederman@rotman.utoronto.ca  
Markus Reisinger: mreising@gsb.uchicago.edu  
Wesley W. Wilson: wwilson@uoregon.edu

1L. Ownership and Competition  
Friday 2:15-3:45. Room: Conference D  
Chair: Philippe Marcoul (Iowa State University: marcoul@iastate.edu

Papers
Scott E. Masten (Ross School of Business, University of Michigan)  
Public Utility Ownership in 19th Century America: The “Aberrant” Case of Water  
semasten@umich.edu

Gilberto Turati (Università di Torino)  
Are Co-Operative Banks And Stock Banks Different Contracts? Empirical Evidence Using A Cost Function Approach  
gilberto.turati@unito.it

Jeffrey Ballou (Department of Economics, Northeastern University)  
Competition and the Choice of Ownership Type in Mixed Industries  
J.Ballou@neu.edu

Discussants
Catherine Waddams: c.waddams@uea.ac.uk  
Philippe Marcoul: marcoul@iastate.edu  
Silke Januszewski: sjanuszewski@ucsd.edu
### 1M. Dynamic Models of Competition

**Friday 2:15-3:45. Room: Gold**  
**Chair:** Zhongmin Wang (Department of Economics, Monash University): Zhongmin.Wang@BusEco.monash.edu.au

**Papers**

- Jose M. Plehn-Dujowich (Department of Economics University at Buffalo, SUNY)
  Overlapping Product Life Cycles
  jplehn@buffalo.edu

- Christopher A. Laincz (Drexel University)
  Understanding Gibrat’s Law with a Markov-Perfect Dynamic Industry Model
  claincz@drexel.edu
  (with Ana Rodriguez)

- Zhongmin Wang (Department of Economics, Monash University)
  Maskin and Tirole’s Edgeworth Cycles: Evidence from Gasoline Service Station Cost and Quantity Data
  Zhongmin.Wang@BusEco.monash.edu.au

**Discussants**

- Francine Lafontaine: laf@umich.edu
- Patrick Paul Walsh: ppwalsh@tcd.ie
- Toshiaki Iizuka: toshi.iizuka@owen.vanderbilt.edu

### 1N. Game Theory and IO

**Friday 2:15-3:45. Room: Conference 1**  
**Chair:** Ujjayant Chakravorty (Emory University): unc@emory.edu

**Papers**

- Marcella Scrimitore (Università di Lecce)
  Exogenous and Endogenous Set-up Costs in Markets with Customized Products
  mscrimitore@economia.unile.it.

- Shinn-Shyr Wang (Department of Agricultural and Applied Economics, University of Wisconsin-Madison)
  The Duoplistic Firm with Endogenous Risk Control- Case of Persuasive Advertising and Product Differentiation
  swang17@wisc.edu
  (With Kyle W. Stiegent)

- Qihong Liu (Department of Resource Economics, University of Massachusetts)
  Product Customization
  qiliu@resecon.umass.edu
  (With Dan Bernhardt and Konstantinos Serfes)

**Discussants**

- Charles J. Romeo: charles.romeo@usdoj.gov
- Roberto Cellini: cellini@unict.it
- Simon Loertscher: sl2331@columbia.edu

### 1O. Retail Banking Competition

**Friday 2:15-3:45. Room: Conference 2**  
**Chair:** Ron Borzekowski (Federal Reserve Board): ron.borzekowski@frb.gov

**Papers**

- Timothy H. Hannan (Federal Reserve Board)
  Retail Bank Fees and Multimarket Banking
  thannan@frb.gov

- Richard J. Rosen (Federal Reserve Bank of Chicago)
  Banking Market Conditions and Deposit Interest Rates
  rrosen@frbchi.org

- Robert DeYoung (Federal Reserve Bank of Chicago)
  Advertising and Pricing at Multiple-Output Firms: Evidence From U.S. Thrift Institutions
  rdeyoung@frbchi.org
  (With Evren Örs)

**Discussants**

- Anne Gron: agron@kellogg.northwestern.edu
- Carole Bonanni: cbonanni@sfu.ca
- Timothy H. Hannan: thannan@frb.gov

### 1P. Innovation

**Friday 2:15-3:45. Room: Conference 3**  
**Chair:** Richard Jensen (Department of Economics and Econometrics, University of Notre Dame): jensen.24@nd.edu

**Papers**

- Celestine Chukumba (University of Notre Dame)
  University Invention, Entrepreneurship, and Start-ups
  Celestine.O.Chukumba.1@nd.edu
  (with Richard Jensen)

- David A. Miller (Univ. of California-San Diego)
  Invention under Uncertainty and the Threat of Ex Post Entry
  d9miller@ucsd.edu

**Discussants**

- Haizheng Li: haizheng.li@econ.gatech.edu
- Nisvan Erkal: n.erkal@unimelb.edu.au
2A. Vertical Relations
Friday 4:00-6:00. Room: Salon 4
Chair: Volker Nocke (Department of Economics, University of Pennsylvania): nocke@econ.upenn.edu

Papers
Mike Riordan (Columbia University)
Vertical Integration, Exclusive Dealing and Ex Post Cartelization
mhr21@columbia.edu
(With Yongmin Chen)

Thibaud Vergé (School of Social Sciences, University of Southampton)
Resale Price Maintenance and Horizontal Cartel
T.Verge@soton.ac.uk
(With Patrick Rey)

Lucy White (Harvard Business School)
Do Vertical Mergers Facilitate Collusion?
lwhite@hbs.edu
(With Volker Nocke)

Christian Wey (Technical University Berlin and DIW)
Buyer Power and Supplier Incentives
cwey@diw.de
(With Roman Inderst)

Discussants
Christopher M. Snyder: csnyder@gwu.edu
Volker Nocke: nocke@econ.upenn.edu
Jeffrey Ballou: J.Ballou@neu.edu
Shawn Ulrick: sulrick@ftc.gov

2B. Mergers and Antitrust
Friday 4:00-6:00. Room: Conference A
Chair: Marc Ivaldi (University of Toulouse and CEPR): ivaldi@cict.fr

Papers
Mattias Gansladt (IUI Stockholm)
Do Mergers Result in Collusion?
mattiasg@iui.se

Vivek Ghosal (Georgia Institute of Technology)
Politics, Economics and Merger Control
vivek.ghosal@econ.gatech.edu

Sven-Olof Fridolfsson (IUI Stockholm)
A Consumers’ Surplus Defense in Merger Control
sof@iui.se

Ari Gerstle (U.S. Department of Justice)
Complementary Goods, Monopoly Power and Bundling: A Reassessment of Merger Effects
ari.gerstle@usdoj.gov
(With Serdar Dalkir, David Eisenstadt and Robert Masson)

Discussants
Stanley Reynolds: reynolds@eller.arizona.edu
Marc Ivaldi: ivaldi@cict.fr
Susanna Sallstrom Matthews: S.E.Sallstrom@econ.cam.ac.uk
Tomaso Duso: duso@wz-berlin.de

2C. Procurement Auctions
Friday 4:00-6:00. Room: Conference B
Chair: Huseyin Yildirim (Duke University): yildirh@econ.duke.edu

Papers
Thomas D. Jeitschko (Michigan State University, Department of Economics)
Stochastic Synergies in Sequential Auctions
jeitschko@msu.edu
(with D. DeSilva and G. Cosmopoulou)

Huseyin Yildirim (Department of Economics, Duke University)
Piecewise Procurement of a Large-Scale Project
yildirh@econ.duke.edu

Xiaoyong Zheng (Department of Economics, Indiana University)
Procurement Auctions with Entry and Uncertain Number of Actual Bidders: Theory, Structural Inference and an Application
xzheng@indiana.edu
(with Tong Li)

Ronald Peeters (Department of Economics, Universiteit Maastricht)
Sequential Auctions with Synergies
R.Peeters@algec.unimaas.nl
(with Dries Vermuelen and Kasper Leufkens)

Discussants
Elena Krasnokutskaya: ekrasnok@sas.upenn.edu
Souresh Saha: ecass@nus.edu.sg
Ronald Peeters: R.Peeters@algec.unimaas.nl
Damian Damianov: damian.damianov@awi.uni-heidelberg.de

2D. Mergers
Friday 4:00-6:00. Room: Conference 4
Chair: Kenneth H. Kelly (Federal Trade Commission): kkelly@ftc.gov

Papers
Jrissy Motis (GREMAQ-EHESS, France)
Mergers as Auctions
jrissy.motis@univ-tlse1.fr
(With Marc Ivaldi)

Jonas Björnerstedt (IUI Stockholm)
Merger in Bilateral Oligopoly
Jonas@iui.se
(With Johan Stennek and Andreas Westermark)

Jo Seldeslachts (Social Science Research Center Berlin, WZB)
Merger Failures
seldeslachts@wz-berlin.de
(With Albert Banal-Estañol)

Luke Froeb (FTC and Vanderbilt University)
Post-merger Product Repositioning
lfroeb@ftc.gov
(With Amit Gandhi, Steven Tschantz and Gregory Werden)

Discussants
Anastasia Kartasheva: artasheva@gsu.edu
Charles J. Thomas: cjthomas@simon.rochester.edu
Kenneth H. Kelly: kelly@ftc.gov
Lynne Pepall: Lynne.Pepall@tufts.edu
2E. Market Dynamics in Telecommunications
Friday 4:00-6:00. Room: Salon 5
Chair: John Howard Brown (Georgia Southern University): jbrown@georgiasouthern.edu

Papers
David Gabel (Department of Economics, Queens College)
Retail Prices, Rebalancing, and Facility-Based Entry into the Telecommunications Market
david_gabel@qc.edu
(With Carolyn Gideon)

Agustin Ros (NERA Economic Consulting)
Total Factor Productivity Growth and the X-Factor in Peruvian Telecommunications, 1996-2003
Agustin.Ros@NERA.com
(with Jeffrey I. Bernstein, Jose Maria Rodriguez and Juan Hernandez)

Paris Cleanslous (Stern School of Business, NYU)
Substitutability between Landline and Cellular Services
paris@stern.nyu.edu
(with Elenora Krasnokutskaya)

Liangchun Yu (Economics College, Shandong University)
yuliangchun@hotmail.com
(with Sanford Berg and Qing Guo)

Discussants
Carole Bonanni: cbonanni@sfu.ca
Stanford L. Levin: slevin@siue.edu
Troy Quast: Troy.Quast@cba.ufl.edu
Brian Diepold: bdiepold@gmail.com

2F. Network Demands, Supply and Equilibrium over Space
Friday 4:00-6:00. Room: Salon 6
Chair: Keith Hofseth (Institute for Water Resources, Army Corps of Engineers): Keith.D.Hofseth@iwr01.usace.army.mil

Papers
Wesley W. Wilson (Department of Economics, University of Oregon)
Transportation Demand for Grain Shipments: A Revealed and Stated Preference Approach
wwilson@uoregon.edu
(With Kenneth Train)

Simon P. Anderson (Department of Economics, University of Virginia)
Spatial Modeling in Transportation: Congestion and Mode Choice
sa9w@virginia.edu
(With Wesley W. Wilson)

Wesley W. Wilson (Department of Economics, University of Oregon)
Efficiency, Performance and the Supply of Lockage Services
wwilson@uoregon.edu

Kenneth D. Boyer (Department of Economics, Michigan State University)
The Demand for Freight Transportation on the Mississippi River and Illinois Waterway
boyerkd@msu.edu
(With Wesley W. Wilson)

Discussants
Kamen Madjarov: madjarov@bc.ca
M. Soledad Arellano: sarellan@di.uchile.cl
Federico Ciliberto: ciliberto@virginia.edu
Monica E. Hartmann: mehartmann@stthomas.edu

2G. Competitive and Monopoly Practices
Friday 4:00-6:00. Room: Conference 6
Chair: Clarissa Yeap (University of Chicago): cayeap@uchicago.edu

Papers
Michele Cincera (Université Libre de Bruxelles and CEPR)
Monopoly Practices and Competitive Behaviour in the French Satellite Pay-TV Market
mcincera@ulb.ac.be
(With Abdul Noury)

Seonghoon Jeon (Sogang University)
Economic Analysis of Competitive Effects of International Graphite Electrodes Cartel on Korean Import Market
jeonsh@ccs.sogang.ac.kr
(With Shin, Kwangshik)

Tim Brennan (Public Policy and Economics, University of Maryland Baltimore County)
Competition as an Entry Barrier? Consumer and Total Welfare Benefits of Bundling
brennan@umbe.edu

Discussants
Ben Zissimos: Ben.Zissimos@Vanderbilt.Edu
Derek K. Kellenberg: derek.kellenberg@econ.gatech.edu
Ken Cortes: Kenneth.Corts@Rotman.Utoronto.Ca

2H. Industry Studies on Entry, Exit and Competition
Friday 4:00-6:00. Room: Conference 7
Chair: Bruce Petersen (Department of Economics, Washington University): petersen@wueconc.wustl.edu

Papers
Mo Xiao (University of Rochester)
mxiao@troi.cc.rochester.edu
(with Peter Orazen)

Joelle Noailly (CPB, Netherlands)
Entry and Competition in Professional Services: The Case of Notarial Services in the Netherlands
J.Noailly@cpb.nl
(with Richard Nahuis, Catherine Schaumans and Frank Verboven)

Andrew Eckert (Department of Economics, University of Alberta)
Exit and Upgrading in Response to Entry: The Case of Gasoline Retailing
aeeckert@ualberta.ca
(with Doug West)

Darlene C. Chisholm (Department of Economics, Suffolk University)
When to Exit a Product: Evidence from the Motion-Pictures Exhibition Market
darlene.chisholm@suffolk.edu
(with George Norman)

Discussants
Brent Goldfarb: brentg@umd.edu
Bruce Petersen: petersen@wueconc.wustl.edu
Gianpaolo Rossini: rossini@spbo.unibo.it
Mikhail Klimenko: mikhail.klimenko@econ.gatech.edu

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2I. Industry Case Studies  
Friday 4:00-6:00. Room: Conference 8  
Chair: Lawrence White (Stern School of Business, NYU): lwhite@stern.nyu.edu

Papers  
Andrew Wise (Federal Communications Commission)  
Competing On Quality: Application Of The Sutton Paradigm To The Multichannel  
ANDREW.WISE@FCC.GOV  
(with Jerry Duval)  
Luigi Benfratello (University of Turin)  
Does Price Cap And Quality Regulation Enhance Productivity?  
Evidence From The Italian Highway Industry  
lugi.benfratello@unito.it  
(with Paola Vallbonesi and Alberto Iozzi)  
Lawrence J. White (Stern School of Business, NYU)  
The Effects of Competition from Large, Multimarket Firms the Performance of Small, Single-Market Firms: Evidence from the Banking Industry  
lwhite@stern.nyu.edu  
(with Astrid A. Dick, Lawrence Goldberg and Allen Berger)

Discussants  
Michael Peneder: michael.peneder@wifo.ac.at  
Ujjayant Chakravorty: unc@emory.edu  
Janice A. Hauge: jhauge@unt.edu

2J. Patent Value and the US IPR regime  
Friday 4:00-6:00. Room: Conference C  
Chair: Wesley Hartmann (Graduate School of Business, Stanford): Hartmann_Wesley@gsb.stanford.edu

Papers  
Paroma Sanyal (Department of Economics, Brandeis University))  
The Patent Explosion: Quantifying Changes in the Propensity to Patent  
psanyal@brandeis.edu  
Linda Cohen (Department of Economics, University of California, Irvine)  
Patent Interferences  
lcohen@uci.edu  
(With Jun Ishii)  
James Bessen (School of Law & Research on Innovation, Boston University)  
The Patent Litigation Explosion  
jbessen@researchoninnovation.org  
(With Mike Meurer)  
Megan MacGarvie (Dept. of Finance & Economics, Boston University)  
The Private Value of Software Patents  
mmacgarv@bu.edu  
(With Bronwyn Hall)

Discussants  
Avi Goldfarb: Avi.Goldfarb@Rotman.Utoronto.Ca  
David A. Miller: d9miller@ucsd.edu  
John L. Turner: jltturner@terry.uga.edu  
Sandra Slaughter: sandras@andrew.cmu.edu

2K. Effects of Advertising  
Friday 4:00-6:00. Room: Conference D  
Chair: Robert DeYoung (Federal Reserve Bank of Chicago): rdeyoung@frbchi.org

Papers  
Charles C. Moul (Washington University)  
Scale and Scope Economies in Advertising: Results from Domestic Theatrical-run Movies  
moul@economics.wustl.edu  
Adam D. Rennhoff (Drexel University)  
The Dual Effects of Informative Advertising for New Products: Product Characteristics and Choice Sets  
arenhoff@drexel.edu  
(with Kenneth Wilbur)  
Michelle Sovinsky Goeree (Claremont McKenna College)  
Advertising in the US Personal Computer Industry  
michelle.goeree@claremontmckenna.edu  
Andrew N. Kleit (Commodity Futures Trading Commission)  
The Impact of Direct to Consumer Advertising on Physician Prescribing Behavior for the Treatment for Osteoarthritis  
akleit@cftc.gov  
(with David Bradford, Thomas McIlwain, Paul Neitert, Terrence Stayer and Steven Orrenstein)

Discussants  
Jeffrey Prince: jtp35@cornell.edu  
Johannes Van Biesebroeck: johannes.vanbiesebroeck@utoronto.ca  
Robert DeYoung: rdeyoung@frbchi.org  
Adam D. Rennhoff: arenhoff@drexel.edu

2L. Economics of the Internet and R&D  
Friday 4:00-6:00. Room: Gold  
Chair: Reiko Murakami (Competition Policy Research Center, Fair Trade Commission of Japan): reiko_murakami@jftc.go.jp

Papers  
Nathalie Lavoie (Dept. of Resource Economics, Univ. of Massachusetts)  
Do Brick-and-Clicks Price Discriminate?  
lavoie@resecon.umass.edu  
(with Andreea Rotaru)  
Farajallah Mehdi (CREM, University of Rennes 1)  
Multimarket Contacts and Strategic Behaviours on the Internet  
mehdi.farajallah@univ-rennes1.fr  
(with Thierry Penard)  
Anindya Ghose (Stern School of Business, NYU)  
The Economic Incentives for Sharing Security Information  
aghose@stern.nyu.edu  
(with Esther Gal-Or)  
Julie DeCourcey (Trinity University)  
The Impact of Cooperation in Research and Development on Collusion in Product Markets  
julie.decourcey@trinity.edu

Discussants  
Michael Noel: mnoel@ucsd.edu  
Christopher Adams: cadams@ftc.gov  
Rafael Rob: rob@econ.upenn.edu  
Karen Clay: kclay@andrew.cmu.edu
2M. Aspects of Product Differentiation
Friday 4:00-6:00, Room: Conference 1
Chair: Patrick Paul Walsh (Department of Economics, Trinity College, Dublin): ppwalsh@tcd.ie

Papers
Patrick Paul Walsh (Department of Economics, Trinity College, Dublin)
Embedding Consumer Taste for Location-Convenience into a Structural Model of Equilibrium
ppwalsh@tcd.ie
(With Franco Mariuzzo and Ciara Whelan)

Gianni Amisano (University of Brescia)
The Dynamics of Firms’ Entry and Diversification: a Bayesian Panel Probit Approach.
amisano@eco.unibs.it
(With Maria Letizia Giorgetti)

Franco Mariuzzo (Trinity College, Dublin)
The Effect on Competition of the Scrap Value Incentives in the Italian Automobile Market
mariuzzf@tcd.ie

Luca Colombo (Institute for International Integration Studies, Trinity College, Dublin)
Are Extended Warranties Necessary?
colombol@tcd.ie
(With Paola Labrecciosa)

Discussants
Maria Letizia Giorgetti: letizia.giorgetti@unimi.it
Joseph A. Clougherty: clougherty@wz-berlin.de
Gautier Duflos: gautier.duflos@univ-paris1.fr
Mary E. Deily: med4@lehigh.edu

2N. Buyer-Supplier Bargaining
Friday 4:00-6:00, Room: Conference 2
Chair: Leslie Marx (Fuqua School of Business, Duke University): marx@duke.edu

Papers
Randal Watson (Department of Economics, University of Texas-Austin)
Large Stores and Bargaining for Mall Locations
watson@eco.utexas.edu
(with Tarun Sabarwal)

Mariano Selvaggi (Interdisciplinary Institute of Management, London School of Economics and Political Science)
Exclusive Contracts Foster Relationship-Specific Investment
M.Selvaggi@lse.ac.uk
(with David E. de Mesa)

Robert Clark (HEC Montréal)
Strategic Buying to Maintain Competition
robert.clark@hec.ca
(with Mattias Polborn)

Johan Stennek (IUI Stockholm)
The Efficiency of Intermediate Goods Markets - A Model of Bilateral Oligopoly
JohanS@iui.se

Discussants
Arie Beresteau: arie@econ.duke.edu
Emanuel Ornelas: ornelas@terry.uga.edu
Leslie Marx: marx@duke.edu
Anton Suvorov: asuvorov@nes.ru

2O. Financial Constraints and Firm Size
Friday 4:00-6:00, Room: Conference 3
Chair: Adelino Fortunato (Faculty of Economics, University of Coimbra): adelino.fortunato@netvisao.pt

Papers
Luca Grilli (Politecnico di Milano, Department of Economics, Management, and Industrial Engineering)
Founders’ human capital, access to external private equity financing and growth of new technology-based firms
luca.grilli@polimi.it
(With Massimo G. Colombo)

Adelino Fortunato (Faculty of Economics, University of Coimbra)
Firm Growth and Liquidity Constraints: A Dynamic Analysis
adelino.fortunato@netvisao.pt
(With Blandina Oliveira)

Jean Bonnet (Université de Caen)
Inferring the Unobserved Human Capital of Entrepreneurs
bonnet@econ.unicaen.fr
(With Nicolas Le Pape and Régis Renault)

Discussants
Paolo Lupi: lupi@unina.it
Liza Jabbour: ljabbour@univ-paris1.fr
Robert Chirinko: rchirin@emory.edu

2P. Determinants of Total Factor Productivity
Friday 4:00-6:00, Room: Conference 5
Chair: Jutta Guenther (Halle Institute for Economic Research, IWH): Jutta.Guenther@iwh-halle.de

Papers
Mikyung Yun (Korea Institute for International Economic Policy)
Does Competition Inhibit Growth? Evidence from Korea
kyun@ucsd.edu

Stéphane Robin (CRESGE-LABORES, Catholic University of Lille)
Innovation Expenditures and Total Factor Productivity Growth: An Application to Taiwan’s Manufacturing Industries
robin@ires.ucl.ac.be
(with Chia-Lin Chang)

Jutta Guenther (Halle Institute for Economic Research, IWH)
Productivity Effects from Foreign Investment Enterprises in East Germany
Jutta.Guenther@iwh-halle.de
(with Dr Harald Lehmann)

Discussants
Andreas Stephan: astephan@euv-ffo.de
Elina Berghall: elina.berghall@vatt.fi
Thomas Fuchs: FUCHS@ifo.de
SATURDAY, APRIL 9TH.
3A. Estimating Demand and Welfare in Online Markets
Saturday 8:30-10:00. Room: Conference A
Chair: Michael Baye (Kelley School of Business, Indiana University): mbaye@indiana.edu

Papers
Karen b. Clay (Carnegie Mellon University)
The Effect of Increased Search Costs on Internet-Enabled Arbitrage: Evidence from the International Textbook Market
clay@andrew.cmu.edu
(With Astrid A. Dick and Michael D. Smith)

Michael D. Smith (Carnegie Mellon University)
mds@andrew.cmu.edu
(With Anindya Ghose and Rahul Telang)

John Morgan (University of California, Berkeley)
Estimating Firm-Level Demand at a Price Comparison Site: The Importance of Accounting for Shoppers, Loyals and the Number of Competitors
morgan@haas.berkeley.edu
(With Michael R. Baye, Rupert Gatti and Paul Kattuman)

Discussants
Rupert Gatti: jrjg1@cam.ac.uk
Paul Kattuman: p.kattuman@jims.cam.ac.uk
Karen Clay: kclay@andrew.cmu.edu

3B. Information Technology Adoption
Saturday 8:30-10:00. Room: Conference B
Chair: Chris Forman (Carnegie Mellon University, Tepper School of Business): cforman@andrew.cmu.edu

Papers
Avi Goldfarb (Rotman School of Management, University of Toronto)
Do Cities Substitute for Internal Firm Resources? A study of Complex Internet Technology Adoption
goldfarb@rotman.utoronto.ca
(with Shane Greenstein and Chris Forman)

Pedro Pereira (Portuguese Competition Authority)
On the Diffusion of Electronic Commerce (with Emin Dinlersoz)
pereira@autoridadedaconcurrencia.pt

Chris Forman (Tepper School of Business, Carnegie Mellon University)
Vertical Integration and Information Technology Adoption: A Study of the Insurance Industry
cforman@andrew.cmu.edu
(with Anne Cron)

Discussants
Brian McManus: mcmanus@wustl.edu
David Blackburn: blackb@fas.harvard.edu
Dirk Czarnitzki: dirk.czarnitzki@econ.kuleuven.ac.be

3C. Antitrust Enforcement
Saturday 8:30-10:00. Room: Conference E
Chair: Timothy Brennan (Department of Public Policy, University of Maryland – Baltimore County): brennan@umbc.edu

Papers
Mats Bergman (Swedish Competition Authority and Department of Economics, Stockholm University)
An Econometric Analysis of the EU Commission’s Merger Decisions
mats.bergman@kkv.se,
(With Maria Jakobsson and Carlos Razo)

Maarten Pieter Schinkel (Department of Economics and ACLE, Universiteit van Amsterdam)
Imperfect Competition Law Enforcement
m.p.schinkel@uva.nl
(With Jan Tuinstra)

Vivek Ghosal (Georgia Institute of Technology)
The Intertemporal Path of U.S. Criminal Antitrust Enforcement
vivek.ghosal@econ.gatech.edu

Discussants
Ari Gerstle: ari.gerstle@usdoj.gov
Morten Hviid: m.hviid@uea.ac.uk
Linda Cohen: lrcohen@uci.edu

3D. Airline Markets
Saturday 8:30-10:00. Room: Conference A
Chair: Nicholas G. Rupp (East Carolina University): ruppn@mail.ecu.edu

Papers
Oliver Richard (Antitrust Division, US Department of Justice)
Domestic Airline Alliances and Consumer Welfare
Oliver.Richard@usdoj.gov
(With Olivier Armantier)

Federico Ciliberto (Department of Economics, University of Virginia)
Sequential Entry and Strategic Deterrence in the Airline Industry
ciliberto@virginia.edu

Anning Zhang (Sauder School of Business, University of British Columbia)
Airport Congestion and Market Structure: The Case of Variable Time Costs
anming.zhang@sauder.ubc.ca
(With Andrew Yuen)

Discussants
Andrew Kleit: akleit@cftc.gov
Nicholas G. Rupp: ruppn@mail.ecu.edu
Andrew Sweeting: asweeting@northwestern.edu
3E. Dynamic Models of Competition  
Saturday 8:30-10:00. Room: Salon 5  
Chair: Darlene C. Chisholm (Department of Economics, Suffolk University): darlene.chisholm@suffolk.edu

Papers
Arie Beresteanu (Department of Economics, Duke University)  
The Dynamics of Retail Oligopolies  
aire@econ.duke.edu  
(with Paul Ellickson)

Wei Tan (Department of Economics, Johns Hopkins University)  
A Dynamic Analysis of the U.S. Cigarette Market and Antismoking Policies  
wtan@jhu.edu

Toshiaki Iizuka (Owen School of Management, Vanderbilt University)  
Durable Goods Price Cycles: Theory and Evidence from the Textbook Market  
toshi.iizuka@owen.vanderbilt.edu  
(with Eric Bond)

Discussants
Clarissa Yeap: cayeap@uchicago.edu  
Jose M. Plehn-Dujowich: jplehn@buffalo.edu  
Thibaud Verge: t.verge@soton.ac.uk

3G. Tests of Competition and Business Strategy  
Saturday 8:30-10:00. Room: Conference 6  
Chair: Mikyung Yun (Korea Institute for International Economic Policy): mkyun@ucsd.edu

Papers
Andrew Wait (Economics University of Sydney)  
Delegation of Decision Making, Competition and Business Strategy  
a.wait@econ.usyd.edu.au  
(with Dr. Kieron Meagher)

Jen Baggs (Queens University)  
Product Market Competition and Agency Costs  
jobags@business.queensu.ca  
(with Jean-Etienne de Bettignies)

Elmer Sterken (Department of Economics, University of Groningen)  
Testing For Dominance in The Mortgage Market  
e.sterken@eco.rug.nl

Discussants
Claudio A. Agostini: agostini@uahurtado.cl  
Robert McMillan: rmcmillan@fc.gov  
Mikyung Yun: mkyun@ucsd.edu

3F. Industrial Organization and International Trade  
Saturday 8:30-10:00. Room: Salon 6

Chair: Sofronis Clerides (University of Cyprus and CEPR): s.clerides@ucy.ac.cy

Papers
Roberta Sestini (Dipartimento di Informatica e Sistemistica, Universita’ di Roma)  
Localized Spillovers And Foreign Direct Investment: A Dynamic Analysis  
sestini@dis.unirma1.it  
(with Maria-Luisa Petit and Francesca Sanna-Randaccio)

Emanuel Ornelas (Dept. of Economics, University of Georgia)  
Trade Liberalization, Outsourcing and the Hold Up Problem  
earnelas@terry.uga.edu  
(with John Turner)

Sofronis Clerides (University of Cyprus and CEPR)  
International Markets for New and Used Durables  
s.clerides@ucy.ac.cy  
(with Costas Hadjiyiannis)

Discussants
Jagadeesh Sivadasan: jagadees@umich.edu  
Mahmut Yasar: myasar@emory.edu  
Renata Kosova: kosova@gwu.edu

3H. Productivity Measurement  
Saturday 8:30-10:00. Room: Conference 7  
Chair: Dirk Czarnitzki (Katholieke Universiteit Leuven): dirk.czarnitzki@econ.kuleuven.ac.be

Papers
Oleg Badunenko (European University Viadrina Frankfurt (Oder))  
How to Measure Allocative Efficiency at the Firm Level? A New Approach with Empirical Application  
badunenko@euv-ffo.de  
(with Michael Fritsch and Andreas Stephan)

Thomas Fuchs (Ifo, University of Munich)  
Leaders and Laggards of German Productivity Growth from 1970-2001: Did Globalization change the picture?  
fuchs@ifo.de  
(with Oliver Röhn)

Andreas Stephan (German Institute for Economic Research, DIW)  
The Distribution and Heterogeneity of Technical Efficiency within Industries - An Empirical Assessment  
estephan@euv-ffo.de  
(with Michael Fritsch)

Discussants
Jan De Loecker: jan.deleecker@econ.kuleuven.be  
Ralf Martin: R.Martin@lse.ac.uk  
Todor Gradev: gradevt@tcd.ie

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3. Agency
Saturday 8:30-10:00. Room: Conference 8
Chair: Souresh Saha (Department of Economics, The National University of Singapore): csss@nus.edu.sg

Papers
Anton Suvorov (CEFIR and NES, Moscow)
Discretionary Bonuses as a Feedback Mechanism
asuvorov@nes.ru
(with Jeroen van de Ven)

Edward Kutsotai (Department of Economics, Tufts University)
Survival of the Unfittest: How Dodos Become Managers
edward.kutsotai@tufts.edu
(with Eric Hughson and Dan Bernhardt)

Stefano Comino (Dipartimento di Economia, Università di Trento)
Termination Clauses in Partnerships
stefano.comino@economia.unitn.it
(with Antonio Nicolo and Piero Tedeschi)

Discussants
Anthony Heyes: a.heyes@rhul.ac.uk
David Sappington: sapping@ufl.edu
Mariagiovanna Baccara: mbaccara@stern.nyu.edu

3. Software Development and Learning
Saturday 8:30-10:00. Room: Conference C
Chair: Cristina Rossi (San'Anna School of Advanced Studies): cristina.rossi@sssup.it

Papers
Sandra Slaughter (Tepper School of Business, Carnegie Mellon University)
Learning from Experience in Software Development: A Multi-Level Analysis
sandras@andrew.cmu.edu
(With Wai Fong Boh and J. Alberto Espinosa)

Cristina Rossi (San'Anna School of Advanced Studies)
Why Software Firms Adopt Hybrid Business Models? An Analysis With Survey Data
cristina.rossi@sssup.it
(With Andrea Bonaccorsi)

Maurizio Iacopetta (School of Economics, Georgia Institute of Technology)
Software Quality and Learning
maurizio.iacopetta@econ.gatech.edu

Discussants
David Greenstreet: dgreenst@unich.edu
Mark McCabe: mark.mccabe@econ.gatech.edu
Paola Labrecciosa: labreccp@tcd.ie, labrecciosa@spbo.unibo.it

3. Applied Contracting
Saturday 8:30-10:00. Room: Conference D
Chair: Christian Wey (DIW Berlin, TU Berlin & CEPR): cwey@diw.de

Papers
Anthony Creane (Department of Economics, Michigan State University)
Unions and Information Sharing Agreements
Creane@msu.edu

Jeanine Thal (GREMAQ)
On the Role of Upfront Payments in Supply Contracts
jeaninethal@hotmail.com
(With Patrick Rey and Thibaud Vergé)

Dongsoo Shin (Department of Economics, Santa Clara University)
Voluntary Quality Disclosure under Price Competition
dshin@scu.edu
(With Fabio Calidario and Andrew Stivers)

Discussants
Leslie M. Marx: marx@duke.edu
Marcella Scrimitore: msrimitore@economia.unile.it
Stefan Buehler: sbuehler@soi.unizh.ch

3. Collusion, Predation, and the Exercise of Market Power
Saturday 8:30-10:00. Room: Gold
Chair: Pedro A Almoguera (Department of Economics, Michigan State University): almoguer@msu.edu

Papers
Sung-Hwan Kim (Johns Hopkins University)
Testing for Predation in U.S. Airline Markets
skim12@jhu.edu

Pedro A. Almoguera (Department of Economics, Michigan State University)
A Study of OPEC Cartel Stability
almoguer@msu.edu

Yuliya Bolotova (Department of Agricultural Economics, Purdue University)
The Impact of Collusion on Price Behavior: Empirical Results from Two Recent Cases
ybolotov@purdue.edu
(With John Connor and Douglas Miller)

Discussants
Brett R. Gordon: brgordon@andrew.cmu.edu
Jean-Francois Houde: houdef@qed.econ.queensu.ca
Mireca Marcu: mirecamarcu@yahoo.com
3M. Markets and the Environment  
Saturday 8:30-10:00. Room: Conference 1  
Chair: Kaz Miyagiwa (Department of Economics, Emory University): kmiyagi@emory.edu

Papers
Pim Heijnen (Department of Economics, University of Groningen)  
Environmental Groups in Monopolistic Markets  
P.Heijnen@eco.rug.nl  
(with Lambert Schoonbeek)

George Deltas (University of Illinois Urbana-Champaign)  
Markets with Environmentally Conscious Consumers  
deltas@uiuc.edu  
(with Madhu Khanna and Donna Theresa Ramirez)

Ujjayant Chakravorty (Department of Economics, Emory University)  
Polluting Nonrenewable Resources and their Order of Extraction  
unc@emory.edu  
(with Michael Moreau and Mabel Tidbal)

Discussants
David J. Balan: dbalan@fte.gov  
Marcus Asplund: masplund@london.edu  
Silvia Ferreira Jorge: sjorge@egi.ua.pt

3N. Competition and Performance  
Saturday 8:30-10:00. Room: Conference 2  
Chair: Marc Ivaldi (University of Toulouse): ivaldi@cict.fr

Papers
Damian Damianov (Alfred-Weber Institut, University of Heidelberg)  
Competing Sellers by Mechanism Design  
damian.damianov@awi.uni-heidelberg.de

Marco A. Castaneda (Department of Economics, University of Kentucky)  
Competition for Donations and the Relative Performance of For-profit and Not-for-profit Organizations  
marco@uky.edu

Maria Arbatskaya (Department of Economics, Emory University)  
The Parking Lot Problem  
marbats@emory.edu  
(with Kaushik Mukhopadhyay and Eric Rasmusen)

Discussants
Qianhui Yan: qy102@York.ac.uk  
Tim Simeone: timothy.simeone@rotman.utoronto.ca  
Corinne Langinier: langinier@econ.iastate.edu

3O. Sports Economics  
Saturday 8:30-10:00. Room: Conference 3  
Chair: Jiyoun Kwon (Michigan State University): kwonjiyo@msu.edu

Papers
Kamen Madjarov (Boston College)  
Curses: Performance, Attendance, and the Making of a “Great Sports Town”  
madjarov@bc.edu  
(with John Kwoka and Christopher Snyder)

SangHoo Bae (Department of Economics, Clark University)  
Two-sided Network Effects in the Market for Professional Sports  
sbae@clarku.edu  
(with Jiyoun Kwan)

Discussants
Richard Jensen: jensen.24@nd.edu  
Elena Argentesi: argentesi@economia.unibo.it
### 4A. Digital Distribution Technologies and the Music Industry
**Saturday 10:15-11:45. Room: Conference A**

**Chair:** Julie Mortimer (Harvard University); mortimer@fas.harvard.edu

**Papers**
- Alan Sorensen (Stanford University)
  Digital Distribution and Demand Complementarities: Evidence from Recorded Music and Live Performances
  asorensen@stanford.edu
  (With Julie Mortimer)
- Rafael Rob (University of Pennsylvania)
  Piracy on the High C’s: Music Downloading, Sales Displacement, and Social Welfare in a Sample of College Students
  rrob@econ.upenn.edu
  (With Joel Waldfogel)
- David Blackburn (Harvard University)
  On-line Piracy and Recorded Music Sales
  blackb@fas.harvard.edu

**Discussants**
- Charles C. Moul: moul@economics.wustl.edu
- Simon Anderson: sa9w@virginia.edu
- Paul Ellickson: paul.ellickson@duke.edu

### 4B. Empirical Studies of Productivity and Firm Survival
**Saturday 10:15-11:45. Room: Conference B**

**Chair:** Margaret Slade (University of Warwick): m.slade@warwick.ac.uk

**Papers**
- Jagadeesh Sivadasan (Stephen M. Ross School of Business, University of Michigan)
  Barriers to Entry and Productivity: Micro-evidence from Indian Manufacturing Sector Reforms
  jagadees@umich.edu
- David Greenstreet (Department of Economics, University of Michigan)
  Micro-Panel Productivity Estimates in the Presence of Strategic Endogeneity and Selection: A Sequential Learning Solution
dgreens@umich.edu
- Francine Lafontaine (Ross School of Business, University of Michigan)
  Organizational Form and Growth in Service and Retail Industries: Evidence from Franchise Chains
  laf@umich.edu
  (With Renata Kosova)

**Discussants**
- Agustin Ros: Agustin.Ros@NERA.com
- Margaret Slade: m.slade@warwick.ac.uk
- Patrick Bajari: bajari@econ.duke.edu

### 4C. Academic Economics: Journals and Universities
**Saturday 10:15-11:45. Room: Conference E**

**Chair:** Fabio Caldieraro (Department of Marketing, Santa Clara University): fcaldieraro@scu.edu

**Papers**
- Mark McCabe (School of Economics, Georgia Institute of Technology)
  Estimation of a Structural Model of Journal Demand and Pricing
  mark.mccabe@econ.gatech.edu
  (With Aviv Nevo and Daniel Rubinfeld)
- Maria Arbatskaya (Department of Economics, Emory University)
  Ranking Competition
  marbats@emory.edu
  (With Aytul Oguz)
- Christopher M. Snyder (Department of Economics, George Washington University)
  A Model of Academic Journal Quality with Applications to Open-Access Journals
  csnyder@gwu.edu
  (With Mark J. McCabe)

**Discussants**
- Reuben Kyle: rkyle@mtsu.edu
- James E. Prieger: jeprieger@ucdavis.edu
- SangHoo Bae: sbae@clarku.edu

### 4D. Networks and Connections
**Saturday 10:15-11:45. Room: Conference 4**

**Chair:** Victor Stango (Dartmouth College): victor.stango@dartmouth.edu

**Papers**
- Fumiko Hayashi (Federal Reserve Bank of Kansas City)
  A Puzzle of Card Payment Pricing: Why Are Merchants Still Accepting Card Payments?
  fumiko.hayashi@kc.frb.org
- Johannes Van Biesebroeck (University of Toronto and NBER)
  Scale versus Scope. Evidence on Complementarities and Technology Adoption
  johannes.vanbiesebroeck@utoronto.ca
- Victor Stango (Dartmouth College)
  Strategic Incompatibility in ATM Markets
  victor.stango@dartmouth.edu
  (with Chris Knittel)

**Discussants**
- Richard J. Rosen: rosen@frbchi.org
- V. Brian Viard: viard brian@gsb.stanford.edu
- Chris Forman: cforman@andrew.cmu.edu
4E. Dynamic Pricing
Saturday 10:15-11:45. Room: Salon 5
Chair: Michael D. Noel (Department of Economics, University of California at San Diego): mdnoel@ucsd.edu

Papers
Michael D. Noel (Department of Economics, University of California at San Diego)
Edgeworth Cycles and Focal Prices: Computational Dynamic Markov Equilibria
mdnoel@ucsd.edu

Roberto Cellini (Department of Economics - University of Catania)
Price vs Quantity Competition in a Dynamic Duopoly Game with Advertising
cellini@unict.it
(With Luca Lambertini)

Charles J. Romeo (Antitrust Division, US Department of Justice)
Controlling for Temporary Promotions in a Differentiated Products Model of Consumer Demand
charles.romeo@usdoj.gov
(With Mary W. Sullivan)

Discussants
Patrick Greenlee: patrick.greenlee@usdoj.gov
Qihong Liu: qiliu@resecon.umass.edu
Shinn-Shyr Wang: swang17@wisc.edu

4F. Implications of Imperfect Patent Protection
Saturday 10:15-11:45. Room: Salon 6
Chair: John L. Turner (University of Georgia): jltturner@terry.uga.edu

Papers
Alan C. Marco (Department of Economics, Vassar College)
Complementarities, Spill-overs, and Enforceability in Mergers: An Empirical Investigation Using Patent Data
marco@vassar.edu
(with Gordon C. Rausser)

Béatrice Dumont (University of Rennes)
Patents as Options: The Implications on Intellectual Property Right Policy
beatrice.dumont@univ-rennes1.fr
(with Dr. Marc Baudry)

Dean V. Williamson (Antitrust Division, US Department of Justice)
Uncertain Property Rights and Incomplete Contracting: Evidence from NCRA Filings of R&D Consortia
Dean.Williamson@usdoj.gov

Discussants
Andrew A Toole: toole@aesop.rutgers.edu
Edward Kutsoati: edward.kutsoati@tufts.edu
Maurizio Iacopetta: maurizio.iacopetta@econ.gatech.edu

4G. Strategic Information Transmission
Saturday 10:15-11:45. Room: Conference 6
Chair: Anastasia Kartasheva (Robinson College of Business, Georgia State University): kartasheva@gsu.edu

Papers
Natalia Tsybouleva (GREMAQ, Université de Toulouse)
Advice by an Informed Intermediary: Can You Trust Your Broker?
ntsybou@yahoo.com
(With Anton Suvorov)

Anastasia Kartasheva (Robinson College of Business, Georgia State University)
Postponed Implementation
kartasheva@gsu.edu

Sylvain Bourjade (GREMAQ, Université de Toulouse)
Expertise and Bias in Decision Making
sylvain.bourjade@univ-tlse1.fr
(with Bruno Jullien)

Discussants
Anne Gron: agron@kellogg.northwestern.edu
Sven-Olof Fridolfsson: sof@iui.se
Sencer Ecer: secer@lecg.com

4H. Pharmaceuticals
Saturday 10:15-11:45. Room: Conference 7
Chair: Richard Jensen (Department of Economics and Econometrics, University of Notre Dame): jensen.24@nd.edu

Papers
Gautier Duflos (University of Paris I)
Quality-Adjusted Innovation and Performance in the Pharmaceutical Industry
gautier.duflos@univ-paris1.fr
(with Maria Pluvia Zuniga)

Darren Filson (Claremont Graduate University)
The Effects of Profit-Reducing Policies on Firm Survival, Financial Performance, and New Drug Introductions in the Research-Based Pharmaceutical Industry Darren.Filson@cgu.edu
(with Neal Masia)

Tracy L. Regan (Department of Economics, University of Miami)
The Strategic Timing and Incidence of “Me-Too” Prescription Drugs	tregan@miami.edu
(with Zeynep Hansen)

Discussants
Robert Clark: robert.clark@hec.ca
Beth Webster: e.webster@unimelb.edu.au
Pai-Ling Yin: pyin@hbs.edu
**4I. Product Characteristics**  
**Saturday 10:15-11:45. Room: Conference 8**  
**Chair:** Robert McMillan (Federal Trade Commission): rmcmillan@ftc.gov

**Papers**

Catherine Tyler (The University of Virginia, Department of Economics)  
The Importance of Product Characteristics in Discrete Choice Demand Estimation: An Example from Radio  
catyler@virginia.edu

Christian Rojas (Department of Economics, Virginia Tech)  
Does the King Use Its Power? Price Competition in U.S. Brewing  
crojas@vt.edu

Brett R. Gordon (Tepper School of Business, Carnegie Mellon University)  
Estimating a Dynamic Model of Demand for Durable Goods  
brgordon@andrew.cmu.edu

**Discussants**

Christian Rojas: crojas@vt.edu  
Jiyoung Kwon: kwonjiyo@msu.edu  
Pedro A. Almoguera: almoguera@msu.edu

**4J. Contracting**  
**Saturday 10:15-11:45. Room: Conference C**  
**Chair:** Christian Wey (DIW Berlin, TU Berlin & CEPR): cwey@diw.de

**Papers**

Pablo Serra (Department of Industrial Engineering, Universidad de Chile)  
Market Power in Regulated Power Industries  
pserra@di.uchile.cl  
(With M. Soledad Arellano)

Christian Wey (DIW Berlin, TU Berlin & CEPR)  
Input Price Discriminations (Bans), Entry and Welfare  
cwey@diw.de  
(With Justus Haucap)

Luis Vasconcelos (Universidade Nova de Lisboa, Faculdade de Economia)  
Relationship Formation Under Asymmetric Information: The Role of Contractual Commitment  
l-vasconcelos@fe.unl.pt

**Discussants**

Aldo Gonzalez: agonzalez@econ.uchile.cl  
Stephane CAPRICE: Stephane.Caprice@warwick.ac.uk  
Luca Colombo: colombol@tcd.ie

**4K. Techniques for Estimating Production Functions**  
**Saturday 10:15-11:45. Room: Conference D**  
**Chair:** Andreas Stephan (German Institute for Economic Research, DIW): astephan@euv-ffo.de

**Papers**

Ralf Martin (Centre for Economic Performance, London School of Economics)  
Computing the True Spread  
R.Martin@lse.ac.uk

Jan De Loecker (Economics Department, K.U. Leuven)  
Product Differentiation and Structural Estimation of Productivity  
jan.deloecker@econ.kuleuven.be

Elina Berghäll (Government Institute for Economic Research, Finland)  
Productivity in Finnish ICT Firms during the 1990’s Boom  
elina.berghall@vatt.fi

**Discussants**

Cristina Rossi: cristina.rossi@sssup.it  
Katrin Cremers: cremers@zew.de  
Paul Jensen: pjensen@unimelb.edu.au

**4L. Mergers and Vertical Integration in the Pulp and Paper Industry**  
**Saturday 10:15-11:45. Room: Gold**  
**Panel Discussion**  
**Chair:** Patrick McCarthy (School of Economics, Georgia Institute of Technology): Patrick.mccarthy@econ.gatech.edu

**Speakers**

Keith Romig (PACE)  
Crisis in the US Pulp and Paper Industry Since 1997  
kromig@pacevoice.org

Haizheng Li (School of Economics, Georgia Institute of Technology)  
Haizheng.li@econ.gatech.edu  
(With Gewei Wang)

Shawn Ulrick (Federal Trade Commission)  
Horizontal Merger Enforcement at FTC  
sulrick@ftc.gov

Dan Cenatempo (Value Resolution Group)  
Mergers and Acquisitions in the Pulp and Paper Industry  
dan@valueresolution.com
4M. Sunk Costs and Irreversibility
Saturday 10:15-11:45. Room: Conference 1
Chair: Huseyin Yildirim (Duke University): yildirh@econ.duke.edu

Papers
Todor Gradev (Department of Economics, Trinity College Dublin)
Firm Size Distribution, Productivity and Sunk Costs: Evidence from Bulgarian Manufacturing, 1995-2001
gradevt@tcd.ie

Laura Rondi (CERIS-CNR)
Product Differentiation, Market Size, Industry Dynamics and Sustainability of Competitive Advantage
L.Rondi@ceris.cnr.it
(with Catherine Matraves)

Robert S. Chirinko (Emory University)
The Irreversibility Premium
rchirin@emory.edu
(with Huntley Schaller)

Discussants
Huseyin Yildirim: yildirh@econ.duke.edu
Jen Baggs: JBaggs@business.queensu.ca
Mo Xiao: mxiao@troi.cc.rochester.edu

4N. Economics of Air Transportation
Saturday 10:15-11:45. Room: Conference 2
Chair: Joseph A. Clougherty (WZ Berlin): Clougherty@wz-berlin.de

Papers
Mara Lederman (Rotman School of Management, University of Toronto)
Partnering with the Competition? The Effects of Frequent Flyer Partnerships between Competing Airlines
mara.lederman@rotman.utoronto.ca

Joseph A. Clougherty (WZ Berlin)
The International Drivers of Domestic Airline Mergers in Twenty Nations: Integrating Industrial Organization and International Business
Clougherty@wz-berlin.de

Discussants
Catherine Vibes: vibes@cict.fr
Gary Fournier: gfournie@coss.fsu.edu
5A. Vertical Integration  
Saturday 2:15-3:45. Room: Conference A  
**Chair:** David Sappington (Department of Economics, University of Florida): sapping@ufl.edu

**Papers**
- Leslie M. Marx (Fuqua School of Business, Duke University)  
  Buyer Power, Exclusion, and Inefficient Trade  
  marx@duke.edu  
  (With Greg Shaffer)
- Stephane Caprice (INRA/ESR Toulouse and University of Warwick)  
  Multilateral Vertical Contracting with an Alternative Supplier: Discrimination and Nondiscrimination  
  Stephane.Caprice@warwick.ac.uk
- Charles J. Thomas (Simon School of Business, University of Rochester)  
  Vertical Mergers in Procurement Markets  
  cjthomas@simon.rochester.edu

**Discussants**
- Anthony Creane: Creane@msu.edu
- Christian Wey: cwey@diw.de
- Dan Richards: dan.richards@tufts.edu

5B. Contracts  
Saturday 2:15-3:45. Room: Conference B  
**Chair:** Francine Lafontaine (Ross School of Business, University of Michigan): laf@umich.edu

**Papers**
- Ricard Gil (Department of Economics, University of California Santa Cruz)  
  Contractual Relations in the Movie Industry  
  rgil@ucsc.edu
- Philippe Marcoul (Iowa State University)  
  Cooperative Formation and Financial Contracting in Agricultural Markets  
  marcoul@iastate.edu  
  (With Brent Hueth and Roger Ginder)
- Clarissa Yeap (University of Chicago)  
  Residual Claims and Incentives in Restaurant Chains  
  cayeap@uchicago.edu

**Discussants**
- Alan Sorensen: asorensen@stanford.edu
- Morten Hviid: m.hviid@uea.ac.uk
- Raphael Thomadsen: rct27@columbia.edu

5C. Empirical Analysis of EBay Auctions  
Saturday 2:15-3:45. Room: Conference E  
**Chair:** Christopher Adams (Federal Trade Commission): cadams@ftc.gov

**Papers**
- Pai-Ling Yin (Harvard Business School)  
  Information Dispersion and Auction Prices  
  pyin@hbs.edu
- Robert Zeithammer (Graduate School of Business, University of Chicago)  
  Forward-Looking Bidding in Online Auctions  
  robert.zeithammer@chicagoGSB.edu
- Christopher Adams (Bureau of Economics Federal Trade Commission)  
  Lemons and Vettes on EBay Motors  
  cadams@ftc.gov  
  (With Laura Hosken)

**Discussants**
- Attila Ambrus: ambrus@fas.harvard.edu
- Luke Froeb: lfroeb@ftc.gov
- Michael D. Smith: mds@andrew.cmu.edu

5D. Organizational Design  
Saturday 2:15-3:45. Room: Conference 4  
**Chair:** Kenneth Corts (Rotman School of Management, University of Toronto): Kenneth.Corts@Rotman.Utonto.ca

**Papers**
- Wolfgang Gick (Department of Economics, Dartmouth College)  
  A Theory of Gatekeepers: Contract Design under Nested and Endogenous Information Structures  
  w.gick@dartmouth.edu
- Mariagiovanna Baccara (Department of Economics, Stern School of Business, NYU)  
  Power and Structure under an External Threat  
  mbaccara@stern.nyu.edu  
  (with Heski Bar-Isaac)
- Kenneth S. Corts (Rotman School of Management, University of Toronto)  
  The Interaction of Task and Asset Allocation  
  Kenneth.Corts@Rotman.Utonto.ca

**Discussants**
- Anindya Ghose: aghose@stern.nyu.edu
- Joel Shapiro: joel.shapiro@upf.edu
- Randal Watson: Watson@eco.utexas.edu
5E. Monopolization and Antitrust
Saturday 2:15-3:45. Room: Salon 5
Chair: Sven-Olof Fridolfsson (The Research Institute of Industrial Economics (IUI), Stockholm): sof@iui.se

Papers
Timothy J. Brennan (Department of Public Policy, UMBC)
Saving Section 2
brennan@umbc.edu

Sencer Ecer (LECG and Georgetown University)
The Law of Unintended Consequences and Merger Policy
secer@lecg.com

Yulia Bolotova (Purdue University)
Factors Influencing the Magnitude of Cartel Overcharges: An Empirical Analysis
ybolotov@purdue.edu
(With John Connor and Douglas Miller)

Discussants
Lawrence J. White: lwhite@stern.nyu.edu
Steffen Brenner: brenner@gmx.li
Jeff Zimmerman: jezimmer@purdue.edu

5F. Assessing Market Power in Electricity Markets: Implications for Mergers and Acquisitions
Saturday 2:15-3:45. Room: Salon 6
Panel Discussion
Chair: Bob Edwards (Troutman Sanders):
robert.edwards@troutmansanders.com

Speakers
Ed Holland (Southern Company)
The Perspective of a Vertically Integrated Regulated Electric Utility System
geholland@southernco.com

Jade Eaton (Antitrust Division, U.S. Department of Justice)
Antitrust Evaluation of Mergers and Acquisitions
jade.eaton@usdoj.gov

Scott Harvey (Law and Economics Consulting Group, Cambridge)
Market Power in the Electric Industry: Implications for Merger Policy
Scott_Harvey@LECG.com

5G. Economics of the Finance Industry
Saturday 2:15-3:45. Room: Conference 6
Chair: Artyom Shneyerov (Department of Economics, University of British Columbia): artyom@interchange.ubc.ca

Papers
Ron Borzekowski (Federal Reserve Board)
Estimating Strategic Complementarities in Credit Union’s Outsourcing Decisions
ron.borzekowski@frb.gov
(with Andrew Cohen)

Anne Gron (Kellogg School of Management, Northwestern University)
Loan Risk Overhang and Bank Loan Portfolio Decisions
agron@kellogg.northwestern.edu
(with Andrew Winton and Robert DeYoung)

George Deltas (University of Illinois)
Product And Cost Differentiation By Large Audit Firms
deltas@uiuc.edu
(with Rajib Doogar)

Discussants
Marc Fusaro: FusaroM@mail.ecu.edu
Evren Ors: ors@hec.fr
Gilberto Turati: gilberto.turati@unito.it

5H. The Determinants and Effects of Entry
Saturday 2:15-3:45. Room: Conference 7
Chair: Richard Nahuis (CPB Netherlands and Utrecht School of Economics): rnah@cpb.nl

Papers
Panle Jia (Economics Department, Yale University)
What Happens When Wal-Mart Comes into Town – Quantifying the Competitive Effects of Big Chain Stores on Small Retailers
panle.jia@yale.edu

Jean-Francois Houde (Queen’s University, Department of Economics)
Enter and Exit in a Price Regulated Industry: Gasoline Retailing in Qu´ebec
houdejf@qed.econ.queensu.ca

Mircea Marcu (University of Florida)
Competition and Mobile Communications in Former Socialist Countries
mirceamarcu@yahoo.com

Discussants
Michele Cincera: mcincera@ulb.ac.be
Catherine Tyler: catyler@virginia.edu
Sung-Hwan Kim: skim12@jhu.edu
5L. Law and Economics
Saturday 2:15-3:45. Room: Conference 8
Chair: Andrew Daughety (Department of Economics, Vanderbilt University): andrew.f.daughety@vanderbilt.edu

Papers
Andrew F. Daughety (Department of Economics, Vanderbilt University)
Competition and Confidentiality: Signaling Quality in a Duopoly When There is Universal Private Information
(With Jennifer Reinganum)

Anthony Heyes (Royal Holloway College, University of London)
Whistleblowers

Corinne Langinier (Department of Economics, Iowa State University)
Contributory Infringement and Network Innovation
(With Philippe Marcoul)

Discussants
Stefano Comino: stefano.comino@economia.unitn.it
Justin P. Johnson: jp25@cornell.edu
Fumiko Hayashi: fumiko.hayashi@kc.frb.org

5K. Event Studies in Antitrust
Saturday 2:15-3:45. Room: Conference D
Chair: Reuben Kyle (Department of Economics and Finance, Middle Tennessee State University): rkyle@mtsu.edu

Papers
Robert M Feinberg (Department of Economics, American University)
Merger Impacts on Investor Expectations: An Event Study for Australia
(With Brian Diepold and David K. Round)

Tomaso Duso (Humboldt University and WZB)
An Empirical Analysis of EU Merger Remedies
duso@wz-berlin.de
(With Klaus Gugler and Burcin Yurtoglu)

Kenneth H. Kelly (Federal Trade Commission)
The Event Study as an Investigative Tool in Merger Enforcement: The Case of Palladium
kkelly@ftc.gov

Discussants
Alla Golub: golub@purdue.edu
Mats Bergman: mats.bergman@kkv.se, mats.bergman@ne.su.se
Bettina Becker: becker.b@ifo.de

5J. Market Power and Financial Performance in the Electric Industry
Saturday 2:15-3:45. Room: Conference C
Chair: Catherine Waddams (The ESRC Centre for Competition Policy, University of East Anglia): c.waddams@uea.ac.uk

Papers
John Kwoka (Dept. of Economics, Northeastern University)
Mergers and Efficiency in the U.S. Electric Power Sector
j.kwoka@neu.edu
(With Michael Pollitt)

Celeste Saravia (Cornerstone Research)
esaravia@cornerstone.com

Paroma Sanjaly (Dept. of Economics, Brandeis University)
Deregulation and Firm Financial Policy: Stylized Facts from Electric Utilities
psanjaly@brandeis.edu
(With Laarni Balan)

Discussants
Catherine Waddams: c.waddams@uea.ac.uk
Stanley Reynolds: reynolds@eller.arizona.edu
Pablo Serra: p.serra@di.uchile.cl

5L. Entry and Exit Dynamics
Saturday 2:15-3:45. Room: Gold
Chair: Arie Beresteauu (Department of Economics, Duke University): arie@econ.duke.edu

Papers
Bruce C. Petersen (Economics Department, Washington University)
petersen@wueconc.wustl.edu
(With James R. Brown)

Peter Thompson (Florida International University)
Submarkets and the Evolution of Market Structure
peter.thompson2@fiu.edu
(With Steven Klepper)

Gianpalo Rossini (University of Bologna, Department of Economics)
Start-up Entry Strategies: Employer vs. Nonemployer firms
rossini@spbo.unibo.it
(With Michele Moretto)

Discussants
Arie Beresteauu: arie@econ.duke.edu
Hyunbae Chun: hchun@qc1.qc.edu
Jean Bonnet: bonnet@econ.unicaen.fr
5M. Entry Regulation  
Saturday 2:15-3:45, Room: Conference 1  
Chair: Rafael Rob (University of Pennsylvania): rrob@econ.upenn.edu  
Papers  
Aldo Gonzalez (Universidad de Chile, University of Toulouse.)  
Antitrust and Regulation. Complements or Substitutes?  
agonzalez@econ.uchile.cl  
Simon Loertscher (University of Bern)  
Market Making Oligopoly  
sl2331@columbia.edu  
Stefan Buehler (University of Zurich and University of St. Gallen)  
Mergers Under Asymmetric Information--Is There a Lemons Problem?  
sbuehler@soi.unizh.ch  
(With Thomas Borek and Armin Schmutzler)  
Discussants  
Jo Seldeslachts: seldeslachts@wz-berlin.de  
Juan-Pablo Montero: jmontero@faceapuc.cl  
Patrick Bajari: bajari@econ.duke.edu  

5O. Economics of Air Transportation  
Saturday 2:15-3:45, Room: Conference 3  
Chair: Luigi Benfratello (University of Turin): luigi.benfratello@unito.it  
Papers  
Silke Januszewski (University of California, San Diego)  
Agency Costs and the Choice of Organizational Form: Evidence from Regional Airlines  
sjanuszewski@ucsd.edu  
(with Mara Lederman)  
Catherine Vibes (Institut D’Economie Industrielle, Université de Toulouse 1 – Sciences Sociales)  
Intermodal And Intramodal Competition In The Long-Haul Passenger Market  
vibes@cict.fr  
(with Marc Ivaldi)  
Discussants  
Darin Lee: Darin_Lee@lecg.com  
Scott Masten: semasten@umich.edu  

5N. Service Quality and Competition  
Saturday 2:15-3:45, Room: Conference 2  
Chair: Gary Fournier (Economics Department, Florida State University): gfournie@coss.fsu.edu  
Papers  
David J. Balan (Federal Trade Commission)  
Patient Indignation and Hospital Competition  
dbalan@ftc.gov  
Qianhui Yan (Department of Economics and Related Studies, The University of York)  
Quality Monitoring, Collusion and Sub-Contracting in Health Care Organizations  
qy102@york.ac.uk  
(with Michael Kuhn)  
Discussants  
Qianhui Yan: qy102@york.ac.uk  
Tracy Regan: tregan@miami.edu
6A. Two-Sided Markets
Saturday 4:00-6:00. Room: Conference A
Chair: Volker Nocke (Department of Economics, University of Pennsylvania): nocke@econ.upenn.edu

Papers
Bruno Jullien (University of Toulouse)
Two-Sided Markets and Electronics Intermediaries
bjullien@icet.fr

Volker Nocke (Department of Economics, University of Pennsylvania)
Competing Market Places
nocke@econ.upenn.edu
(With Martin Peitz and Konrad Stahl)

Attila Ambrus (Harvard University)
Network Markets and Consumer Coordination
ambrus@fas.harvard.edu
(With Rossella Argenziano)

Simon Anderson (University of Virginia)
Information Congestion
sa9w@virginia.edu
(With Andre de Palma)

Discussants
Anette Boom: ab.eco@cbs.dk
John Yun: jyun@ftc.gov
Mariano Selvaggio: M.Selvaggio@lse.ac.uk
Pedro Pereira: pperreira@autoridadedaconcurrenciap.pt

6B. Telecommunications Regulation and Competition
Saturday 4:00-6:00. Room: Conference B
Chair: Paroma Sanyal (Brandeis University): psanyal@brandeis.edu

Papers
William Sharkey (Federal Communications Commission)
Pricing Interconnection of Telecommunications Networks
William.Sharkey@fcc.gov

Michael Riordan (Columbia University)
Low-Income Demand for Telephone Service: The Effects of Lifeline and Link Up
mhr21@columbia.edu
(With Daniel Ackerberg, Gregory Rosston, and Brad Wimmer)

Janice A. Hauge (University of North Texas)
An Empirical Analysis of Municipal Entry in the Telecom Market
jhauge@unt.edu
(With Mark A. Jamison)

Troy Quast (University of Florida)
Does UNE Mean One? An Analysis of the Variation Across States of Telecommunications Unbundled Loop Prices
Troy.Quast@cbu.ufl.edu

Discussants
Celeste Saravia: csaravia@cornerstone.com
John Kwoka: j.kwoka@neu.edu
Michael Riordan: mhr21@columbia.edu
Paroma Sanyal: psanyal@brandeis.edu

6C. Empirical Auctions
Saturday 4:00-6:00. Room: Conference E
Chair: Robert Zeithammer (University of Chicago): robert.zeithammer@chicagogsb.edu

Papers
Artyom Shneyerov (Department of Economics, University of British Columbia)
An Empirical Study of Auction Revenue Rankings: The Case of Municipal Bonds
artyom@interchange.ubc.ca

Sandra Campo (Department of Economics, UNC-Chapel Hill)
The Real Price of Construction: Identification and Estimation of an Asymmetric Model of Entry
campo@email.unc.edu

Discussants
Dakshina G. De Silva: dakshina.de-silva@ttu.edu
Robert Zeithammer: robert.zeithammer@chicagogsb.edu

6D. The Economics of Advertising
Saturday 4:00-6:00. Room: Conference 4
Chair: Brian Viard (Graduate School of Business, Stanford): viard_brian@gsb.stanford.edu

Papers
Markus Reisinger (University of Chicago)
Broadcast Competition under Targeted Advertising
mreising@gsb.uchicago.edu
(with Mattias Polborn)

Souresh Saha (Department of Economics, National University of Singapore)
Lowering Costs and Increasing Ability to Customize
css@nus.edu.sg

Justin P. Johnson (Johnson School of Management, Cornell University)
On the Simple Economics of Advertising, Marketing, and Product Design
jpj25@cornell.edu

Susanna Sallstrom Matthews (Faculty of Economics, University of Cambridge and St. John’s College)
Preferences for Multi-Purpose Consumption
SE.Sallstrom@econ.cam.ac.uk

Discussants
Lucy White: lwhite@hbs.edu
Ricard Gil: rgil@usc.edu
Maria Arbatskaya: marbats@emory.edu
Fabio Caldieraro: fcaldieraro@scu.edu
6E. Collusion
Saturday 4:00-6:00. Room: Salon 5
Chair: Mattias Gansladt (Research Institute for Industrial Economics, IUI): mattiasg@iui.se

Papers
Andrzej Skrzypacz (Graduate School of Business, Stanford)
Impossibility of Collusion under Imperfect Monitoring with Flexible Production
andy@gsb.stanford.edu
(With Yuliy Sannikov)

Joseph E. Harrington, Jr. (Department of Economics, Johns Hopkins University)
Collusion under Monitoring of Sales
joe.harrington@jhu.edu
(With Andrzej Skrzypacz)

Juan-Pablo Montero (Department of Economics, Catholic University of Chile)
Forward Trading and Collusion in Oligopoly
jmontero@faceapuc.cl
(With Matti Liski)

Discussants
Jeanine Thal: jeaninethal@hotmail.com
Luke Froeb: lfroeb@ftc.gov
Mattias Gansladt: mattiasg@iui.se

6G. The Role of Knowledge Flows and Social Capital
Saturday 4:00-6:00. Room: Conference 6
Chair: Bettina Peters (ZEW Mannheim): b.peters@zew.de

Papers
Andrew A. Toole (Dept. of Agriculture, Rutgers University)
Biomedical Academic Entrepreneurship through the SBIR Program
toole@aesop.rutgers.edu

Yi Deng (Department of Economics, Southern Methodist University)
The Value of Knowledge Flows: Evidence from Patent Citations Data
ydeng@smu.edu

Bettina Becker (Senior Researcher, Ifo Institute for Economic Research)
The Determinants of High-Tech versus Low-Tech R&D Investment: Evidence from Testing the Pooling Assumption
becker.b@ifo.de
(with Stephen G. Hall)

Discussants
Yi Deng: ydeng@smu.edu
Stéphane Robin: srobin@cresge.fr
Gianpolo Rossi: rossini@spbo.unibo.it
Peter Thompson: peter.thompson2@fiu.edu

6F. Market Power and Industry Dynamics
Saturday 4:00-6:00. Room: Salon 6
Chair: Wei Tan (Department of Economics, Johns Hopkins University): wtan@jhu.edu

Papers
Elena Argentesi (University of Bologna and European University Institute, Florence)
argentesi@economia.unibo.it
(with Lapo Filistrucchi)

Jeffrey Zimmerman (Dept. of Agricultural Economics, Purdue University)
jezimmer@purdue.edu
(with John M. Connor)

Claudio A. Agostini (Department of Economics, Universidad Alberto Hurtado)
Estimating Market Power in the U.S. Copper Industry
agostini@ualhurtado.cl

Discussants
Elmer Sterken: e.sterken@eco.rug.nl
Christopher A. Laincz: claincz@drexel.edu
Franco Mariuzzo: mariuzzf@tcd.ie

6H. Economics of Airline Markets
Saturday 4:00-6:00. Room: Conference 7
Chair: Darin Lee (LECG): Darin_Lee@lecg.com

Papers
Nicholas G. Rupp (East Carolina University)
Flight Delays and Cancellations
ruppn@mail.ecu.edu

Gary Fournier (Department of Economics, Florida State University)
New Carrier Entry and Airport Substitution by Travelers: Why do we have to drive to fly?
gfournier@coe.fsu.edu
(With Monica Hartmann and Tom Zuehlke)

Darin Lee (LECG)
The Impact of Domestic Codesharing Agreements on Market Airfares: Evidence from the U.S.
Darin_Lee@lecg.com
(With Harumi Ito)

Discussants
Anming Zhang: anming.zhang@sauder.ubc.ca
Jiyoung Kwon: kwonjiyo@msu.edu
Charles Romeo: Charles.Romeo@usdoj.gov
6I. Competition and Policy Issues in High Tech Industries  
Saturday 4:00-6:00. Room: Conference 8  
Chair: James E. Prieger (Dept. of Economics, University of California, Davis): jeprieger@ucdavis.edu

Papers
Stanford L. Levin (Department of Economics and Finance, Southern Illinois University)
From Clones to Packets: The Development of Competition in Local Telecommunications
slevin@siue.edu
(with Willie Grieve)

Reiko Murakami (Competition Policy Research Center, Fair Trade Commission of Japan)
Network Effects and Switching Costs in the Japanese Market for VoIP
reiko_murakami@jftc.go.jp

James E. Prieger (Dept. of Economics, University of California, Davis)
New Estimates of Broadband Supply and Demand
jeprieger@ucdavis.edu

Paolo Lupi (Università di Padova)
Platform Competition and Broadband Uptake: Theory and Empirical Evidence from the European Union
lupi@unina.it
(with Walter Distaso and Fabio Manenti)

Discussants
David Gabel: david_gabel@qc.edu
Julie Mortimer: mortimer@fas.harvard.edu
Tim Brennan: brennan@umbc.edu
Paris Cleanthous: paris@stern.nyu.edu

6J. Open Economy Industrial Organization  
Saturday 4:00-6:00. Room: Conference C  
Chair: Mikhail Klimenko (School of Economics, Georgia Institute of Technology): mikhail.klimenko@econ.gatech.edu

Papers
Ben Zissimos (Vanderbilt University)
Why Are Trade Blocks Regional?
Ben.Zissimos@Vanderbilt.edu

Derek K. Kellenberg (Georgia Institute of Technology)
Infrastructure, Multinational Affiliate Production, and the Pattern of Trade
derek.kellenberg@econ.gatech.edu

Kaz Miyagiwa (Emory University)
Saving Dolphins: Unverifiable Technology, Boycotts, and Trade Policy
kmiyagi@emory.edu

Mikhail Klimenko (School of Economics, Georgia Institute of Technology)
Technical Compatibility and the Mode of Foreign Entry under Network Externalities
mikhail.klimenko@econ.gatech.edu
(with Kamal Saggi)

Discussants
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Robert Feinberg: feinberg@american.edu
Sofronis Clerides: s.clerides@ucy.ac.cy
Gianni Amisano: amisano@eco.unibs.it

6K. Prosecution of Cartels  
Saturday 4:00-6:00. Room: Conference D  
Chair: Vivek Ghosal (Georgia Institute of Technology): Vivek.ghosal@econ.gatech.edu

Papers
Alla Golub (Department of Agricultural Economics, Purdue University)
The Profitability of Price Fixing: Have Stronger Antitrust Sanctions Deterred?
golub@purdue.edu
(With Joshua Dean Detre)

Steffen Brenner (Humboldt-University, Berlin)
An Empirical Study of the European Corporate Leniency Program
brenner@gmx.li

Rob van der Laan (Antitrust Department, Netherlands Competition Authority)
Strictness of Leniency Programs and Cartels of Asymmetric Firms
rohvanderlaan@yahoo.com
(With Evgenia Motchenkova)

Discussants
Jonas Björnerstedt: Jonas@iui.se
Maarten Pieter Schinkel: m.p.schinkel@uva.nl
Mats Bergman: mats.bergman@kkv.se, mats.bergman@ne.su.se

6L. Patent Grants and Litigation  
Saturday 4:00-6:00. Room: Gold  
Chair: Dean V. Williamson (Antitrust Division, US Department of Justice): Dean.Williamson@usdoj.gov

Papers
Beth Webster (Melbourne Institute of Applied Economic and Social Research, The University of Melbourne)
Determinants of International Patent Granting Decisions
e.webster@unimelb.edu.au

Paul Jensen (University of Melbourne)
World Patenting Thresholds: Granting Patterns Across the US, Japanese and European Patent Offices
pjensen@unimelb.edu.au

John L. Turner (Department of Economics, Terry College of Business, University of Georgia)
The Court of Appeals for the Federal Circuit's Impact on Patent Litigation
jlturner@terry.uga.edu
(With Matthew Henry)

Katrin Cremers (ZEW Mannheim)
Determinants of Patent Litigation in Germany
cremers@zew.de

Discussants
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Béatrice Dumont: beatrice.dumont@univ-rennes1.fr
Dean V. Williamson: Dean.Williamson@usdoj.gov
James Bessen: jbessen@researchoninnovation.org
6M. Dynamics of Learning, Innovation, and Technology Adoption  
Saturday 4:00-6:00. Room: Conference 1  
Chair: Thomas D Jeitschko (Michigan State University): jeitschk@msu.edu

Papers  
Paola Labrecciosa (Dept. of Economics, Trinity College and Dept. of Economics, University of Bologna)  
A Dynamic Oligopoly Model with Learning  
labreccp@tcd.ie  
(with Luca Colombo)

Nisvan Erkal (Department of Economics, University of Melbourne)  
Optimal Strategies in Dynamic Games of Research and Development  
nerkal@unimelb.edu.au  
(with Deborah Minehart)

Discussants  
Julie DeCourcy: julie.decourcy@trinity.edu  
Thomas D Jeitschko: jeitschk@msu.edu

6N. Pricing in Electricity Markets  
Saturday 4:00-6:00. Room: Conference 2  
Chair: Michele Cincera (Université Libre de Bruxelles and CEPR): mcincera@ulb.ac.be

Papers  
Catherine Waddams (The ESRC Centre for Competition Policy, University of East Anglia)  
Non-Linear Pricing as a Means of Differentiating the Product: The Case of Domestic Electricity Supply in the UK  
c.waddams@uea.ac.uk  
(With Stephen Davies)

Stanley Reynolds (Dept. of Economics, University of Arizona)  
Supply Function Equilibria with Pivotal Electricity Suppliers  
reynolds@eller.arizona.edu  
(With Talat Genc)

Discussants  
Darlene C. Chisholm: darlene.chisholm@suffolk.edu  
Luis Vasconcelos: lvasconcelos@fc.unl.pt

6O. Studies in Market Dynamics and Pricing  
Saturday 4:00-6:00. Room: Conference 3  
Chair: Luca Grilli (Politecnico di Milano): luca.grilli@polimi.it

Papers  
Brent Goldfarb (Smith School of Business, University of Maryland)  
Dot Com Bust? Characterizing the Dot Com Shakeout  
brentg@umd.edu  
(With David Kirsch)

Hyunbae Chun (Queens College, City University of New York)  
Information Technology, Creative Destruction, and Firm-Specific Volatility  
hchun@qc1.qc.edu.  
(With Jung-Wook Kim, Jason Lee, and Randall Morck)

Rueben Kyle (Economics and Finance Department, Middle Tennessee State University)  
The Price of Quality: Hedonic Estimation of Implicit Market Models for Higher Education  
rkyle@mtsu.edu  
(with Christopher C. Klein)

Discussants  
John Morgan: morgan@haas.berkeley.edu  
Luca Grilli: luca.grilli@polimi.it  
Andrew Wise: andrew.wise@fcc.gov

6P. Knowledge Spillovers  
Saturday 4:00-6:00. Room: Conference 5  
Chair: Mahmut Yasar (Emory University): myasar@emory.edu

Papers  
Liza Jabbour (University of Paris I Panthéon-Sorbonne and TEAM-CNRS)  
Determinants of International Outsourcing and Implication on Technology Spillovers  
ljabbour@univ-paris1.fr  
(with Jean-Louis Mucchielli)

Mahmut Yasar (Department of Economics, Emory University)  
Foreign Technology Transfer And Productivity: Evidence From A Matched Sample  
myasar@emory.edu  
(with Catherine J. Morrison Paul)

Discussants  
Roberta Sestini: sestini@dis.uniroma1.it  
Panle Jia: panle.jia@yale.edu
Tracing its origin to 1897 in Atlanta, Troutman Sanders is one of the Southeast’s largest and most diverse law firms, with 600 lawyers. Troutman Sanders is a full-service law firm engaged in virtually every aspect of civil, corporate and commercial law. Our reputation and stability are evidenced by long-standing relationships with many major business organizations, including multinational corporations and banking institutions, regional companies, start-up enterprises, foreign governments, federal and state agencies, non-profit organizations and individuals.

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A basic objective of the Center, in accordance with both the Sloan model for Industry Centers and Paper Industry Leadership input, is to gain an improved understanding of strategically important managerial, economic and organizational challenges facing the Industry. Creating an integrated set of high quality and innovative educational and research programs will achieve this.

An equally important objective is to build and sustain ties between the Industry and the academic community in ways that address issues of interest to analysts and scholars. This will include such arenas as relationships between culture and organizational effectiveness, Industry responses to the changing business environment, shifting regulatory processes, and emerging trends in information technology. Thus, the programs developed are intended to fuse practical and theoretical concerns.

The Center's research and education programs aim to develop and disseminate industry-relevant knowledge that will focus on five core themes of major concern to pulp and paper firms:

- **the globalization** of the Industry, a process that raises strategic questions for this highly traditional, region-based branch of the economy;

- **enterprise effectiveness**, involving the US industry's struggle to develop management structures and practices that will enable it to remain competitive internationally;

- **workplace transformation**, which involves organizational changes aimed at developing newer and more flexible work systems that can achieve the higher levels of quality and productivity the Industry will require;

- **commercialization**, centering on how firms might better harness their scientific and technical knowledge for product or process innovation; and finally,

- **the community**, involving the complex interactions between firms and the social, organizational, and political environments in which they are embedded.

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