Joshua Samuel Gans

Complete Curriculum Vitae

Addresses

Rotman School of Management
105 St George Street
Toronto ON M5S 3E6
Canada

Numbers

Phone: (647) 273 3202
E-Mail: joshua.gans@gmail.com
Web: joshuagans.com

Citizenship: Australian

Education

Stanford University, U.S.A., Doctor of Philosophy (in Economics), (Awarded 1995), Dissertation Title: *Essays on Economic Growth and Change*, Advisors: Professors Paul Milgrom, Kenneth J. Arrow and Avner Greif.

University of Queensland, Australia, B.Econ (First Class Honours) with majors in Economics and Law, 1986 - 1989.

Positions Held

Current:

Professor of Strategic Management and Jeffrey S. Skoll Chair of Technical Innovation and Entrepreneurship, Rotman School of Management, and (Honorary) Professor, Dept of Economics, University of Toronto (July 2011 -)
Area Coordinator, Department of Strategic Management, Rotman School of Management (July 2013 -)
Chief Economist, Creative Destruction Lab, University of Toronto (June 2014 -)
Research Associate, National Bureau for Economic Research (May 2012 -)
Research Affiliate, Center for Digital Business, Sloan School of Management, Massachusetts Institute of Technology (May 2012 -)
Managing Director, Core Economic Research (June 2001 -)
Chief Economist, Revlo (2015 -)
Advisory Board, The Conversation (2011 -)
Advisory Board, Coursepeer Ltd (2012 -)
Associate Editor, *Management Science* (Strategy) (2010 -)
Associate Editor, *Journal of Industrial Economics* (2008 -)

Previous:

Professor of Management (Information Economics), Melbourne Business School University of Melbourne (October 2000 – June 2011); *Professorial Fellow*, Department of Economics, University of Melbourne (2001-2011), *Associate Professor* (July, 1996 – October 2000)
Visiting Researcher, Microsoft Research (New England Lab) (January – June 2011).
Visiting Scholar, Harvard University (Economics) and NBER (December 2009 – January 2011).
Co-Editor, *International Journal of Industrial Organization* (2005 - 2011)
Co-Editor, *Journal of Economics and Management Strategy* (2003 - 2008)
Director, Centre for Ideas and the Economy, Melbourne Business School (October 2006 -).
Director, Economic Theory Centre, University of Melbourne (January, 2006 – December 2009); *Associate Director* (September 2001 – December 2005).
Director, Intellectual Property Research Institute of Australia (August 2006 – January, 2007), *Associate Director* (March, 2002 - August 2006).
Advisory Board, Atlus Inc (2012 - 2013)
Advisory Board, PenyoPal Inc (2012 - 2014)
Advisory Board, Rismark Pty Ltd (2005 - 2012)
Advisory Board, Aplia.com (2005 - 2007)
Director, Melbourne Business School Ltd (October 2003 – October 2006)
Lecturer, School of Economics, University of New South Wales (September, 1994 - July, 1996)

Honors and Awards

Best Paper in Technology Management, Informs (Runner-Up), 2013
Excellence in Teaching Award, Rotman School of Management, 2012
Excellence in Refereeing Award, *American Economic Review*, 2012
Fellow, Strategy Research Initiative, 2012 -
Australian Publishers Association Award for Best Tertiary Adaptation (Teaching & Learning), 2009
Fellow, Academy of Social Sciences Australia, 2008 -
Visiting Fellow, Searle Centre for Law, Regulation & Economic Growth, Northwestern, 2008
Robert F. Lanzillotti Prize for the Best Paper in Antitrust Economics, 2008
Young Economist Award, Economic Society of Australia, 2007
Woodward Medal in Humanities and Social Science, 2006
Best Discussant, Annual PhD Conference in Economics and Business, 2002.
Fellowship, Jerusalem Summer School in Economic Theory, 1993
Stanford Center for Conflict and Negotiation Fellowship, 1993
Fulbright Postgraduate Scholarship, 1990
Stanford University Graduate Fellowship, 1990
University Medal, University of Queensland, Australia, 1989
Reserve Bank of Australia Cadet Scholarship, Australia, 1988

Research

Books

1. *The Disruption Dilemma* (MIT Press), 2016.
2. *Information Wants to be Shared*, (Harvard Business Review Press: Boston), 2012.
3. *Parentonomics: An economist dad's parenting experiences*, New South: Sydney, 2008 (MIT Press: Cambridge (MA), 2009).
4. *Core Economics for Managers*, Thomson Learning, 2005.
5. *Finishing the Job: Real World Policy Solutions in Housing, Health, Education and Transport*, (with Stephen King) Melbourne University Publishing: Melbourne, 2004.
6. *Publishing Economics: Analyses of the Academic Labour Market in Economics*, Edward Elgar: Cheltnam, 2000.
7. *Principles of Economics* (with Stephen King, Robin Stonecash and N. Gregory Mankiw), 6th Pacific Rim Edition, Cengage, Melbourne, 2015 (1st Australasian Edition, Harcourt, Sydney, 2000).
8. *Principles of Macroeconomics* (with Robin Stonecash, Stephen King and N. Gregory Mankiw), 6th Pacific Rim Edition, Cengage, Melbourne, 2015 (1st Edition, Harcourt-Brace, Sydney, 1999).
9. *Principles of Microeconomics* (with Stephen King and N. Gregory Mankiw), 6th Pacific Rim Edition, Cengage, Melbourne, 2015 (1st Edition, Harcourt-Brace, Sydney, 1999).

Working Papers

1. "A Comparison of Ex Ante and Ex Post Vertical Market Supply: Evidence from the Electricity Supply Industry" (with Frank Wolak)
2. "The Impact of Multi-homing on Advertising Markets and Media Competition" (with Susan Athey and Emilio Calvano)
3. "Contracting over the Disclosure of Scientific Knowledge" (with Fiona Murray and Scott Stern)
4. "Markets for Scientific Attribution" (with Fiona Murray)
5. "When do patents encourage disclosure?" (with Scott Stern)

6. "Negotiating for the Market"
7. "Operationalizing Value-Based Business Strategy" (with Glenn MacDonald and Michael Ryall)
8. "Procrastination in Teams" (with Peter Landry)
9. "Exit, Tweets and Loyalty: Evidence from Airlines" (with Avi Goldfarb and Mara Lederman)
10. "Net Neutrality, Pricing Instruments and Incentives" (with Michael Katz)

Journal Articles

International

1. "Value Capture Theory: A Strategic Management Review," (with Michael Ryall), *Strategic Management Journal*, forthcoming.
2. "The other disruption," *Harvard Business Review*, March 2016, pp.78-85.
3. "Keep Calm and Manage Disruption," *Sloan Management Review*, February 22, 2016.
4. "'Selling Out' and the Impact of Music Piracy on Artist Entry," *Information Economics and Policy* Vol. 32, September 2015, pp.58-64.
5. "Remix Rights and Negotiations over the use of Copy-Protected Works," *International Journal of Industrial Organization*, Vol.41, July, 2015, pp.76-83.
6. "Exploring Tradeoffs in the Organization of Scientific Work: Collaboration and Scientific Reward," (with Michael Bikard and Fiona Murray) *Management Science*, Vol.61, No.7, July 2015, pp.1473-1495.
7. "Weak versus Strong Net Neutrality," *Journal of Regulatory Economics*, Vol. 47 (2), 2015, pp.183-200.
8. "Does the Lunar Cycle Affect Births and Deaths?" (with Andrew Leigh), *Journal of Articles in Support of the Null Hypothesis*, Vol.11, No.2, February 2015.
9. "Collusion at the Extensive Margin" (with Martin Byford), *International Journal of Industrial Organization*, Vol. 37, November 2014, pp.75-83
10. "Dynamic Commercialization Strategies for Disruptive Technologies: Evidence from the Speech Recognition Industry," (with Matt Marx and David Hsu), *Management Science*, Vol.60, No.12, 2015, pp.3103-3123.
11. "Bilateral Bargaining with Externalities" (with Catherine de Fontenay), *Journal of Industrial Economics*, Vol.64, No.4, 2014, pp.756-788.
12. "Exit Deterrence" (with Martin Byford), *Journal of Economics and Management Strategy*, Vol.23, No.3, 2014, pp.650-669.
13. "Innovation Incentives Under Transferable Fast-Track Regulatory Review" (with David Ridley) *Journal of Industrial Economics*, Vol.61, No.3, 2013, pp.789-816.
14. "Entrepreneurial Commercialization Choices and the Interaction between IPR and Competition Policy," (with Lars Persson), *Industrial and Corporate Change*, Vol. 22, No. 1, 2013, 131-151.
15. "Innovation and Climate Change Policy," *American Economic Journal: Economic Policy*, Vol.4 No.4, 2012, pp.125-145.
16. "Mobile Application Pricing," *Information Economics and Policy*, Vol.24, No.1, March 2012, pp.52-59.
17. "Platform Siphoning: Ad-Avoidance and Media Content," (with Simon Anderson), *American Economic Journal: Microeconomics* Vol.3, No.4, November 2011, pp.1-34.
18. "How Does the Republic of Science Shape the Patent System? Broadening the Institutional Analysis of Policy Levers for Innovation and Knowledge Disclosure," (with Fiona Murray and Mackey Craven), *UC Irvine Law Review*, Vol.1 No.2, 2011, pp.359-395.
19. "Remedies for Tying in Computer Applications," *International Journal of Industrial Organization*, 29 (5), 2011, pp.505-512.
20. "Carbon Offset Provision with Guilt-Ridden Consumers" (with Vivienne Groves), *Journal of Economics and Management Strategy*, Vol.21, No.1, 2012, pp.243-269.
21. "Why Tie a Product Consumers Do Not Use" (with Dennis Carlton and Michael Waldman), *American Economic Journal: Microeconomics*, Vol.2, No.3, August 2010, pp.85-105.
22. "The Impact of Targeting on Advertising Markets and Media Competition," (with Susan Athey), *American Economic Review Papers and Proceedings*, Vol.100, No.2, May 2010, pp.608-613.

23. "When is Static Analysis a Proxy for Dynamic Considerations? Reconsidering Antitrust and Innovation," *Innovation Policy and the Economy*, Vol.11, 2010, MIT Press: Cambridge (MA).
24. "Exclusivity, Competition and the Irrelevance of Internal Investment," (with Catherine de Fontenay and Vivienne Groves), *International Journal of Industrial Organization*, Vol.28, No.4, 2010, pp.336-340.
25. "Is There a Market for Ideas?" (with Scott Stern), *Industrial and Corporate Change*, Vol.19, No.3, 2010, pp.805-837.
26. "The Millennium Bub" (with Andrew Leigh), *Applied Economics Letters*, Vol.16, No.14, 2009, pp.1467-1470.
27. "A Dearth of Exit Strategies," *Sloan Management Review*, Spring 2009, pp.19-20.
28. "Born on the First of July: An (Un)natural Experiment in Birth Timing," (with Andrew Leigh), *Journal of Public Economics*, Vol.93, Nos.1-2, February 2009, pp.246-263.
29. "A Bargaining Perspective on Strategic Outsourcing and Supply Competition," (with Catherine de Fontenay), *Strategic Management Journal*, Vol.29, No.8, August 2008, pp.819-839.
30. "The Impact of Uncertain Intellectual Property Rights on the Market for Ideas: Evidence for Patent Grant Delays" (with David Hsu and Scott Stern) *Management Science*, Vol.54, No.5, May 2008, pp.982-997.
31. "Concentration-Based Merger Tests and Vertical Market Structure" *Journal of Law and Economics* Vol.50, No.4, November 2007, pp.661-680.
32. "Introduction to Special Issue on 'Negotiations and Cooperative Arrangements in Industrial Organization,'" (with Roman Inderst) *International Journal of Industrial Organization*, Vol.25, No.5, October 2007, pp.879-883.
33. "Do Voluntary Carbon Offsets Work?" *The Economists' Voice*, Vol.4, Iss.4, 2007, Article 7.
34. "Minding the Shop: The Case of Obstetrics Conferences," (with Andrew Leigh and Elena Varganova), *Social Science and Medicine*, Vol.65, No.7, October 2007, pp.1458-1465.
35. "Price Discrimination with Costless Arbitrage," (with Stephen King), *International Journal of Industrial Organization*, Vol.25, 2007, pp.431-440.
36. "Vertical Contracting when Competition for Orders Precedes Procurement," *Journal of Industrial Economics*, Vol.55, No.2, June 2007, pp.325-346.
37. "Inefficient Ownership and Resale Opportunities," *Economics Letters*, Vol.93, 2006, pp.242-247.
38. "Patent Length and the Timing of Innovative Activity," (with Stephen King) *Journal of Industrial Economics*, Vol.55, No.4, December 2007, pp.772-772.
39. "Did the Death of Australian Inheritance Taxes Affect Deaths?" (with Andrew Leigh) *Topics in Economic Analysis and Policy*, Vol.6, No.1, 2006, Article 23.
40. "Toying with Death and Taxes: Some Lessons from Down Under," (with Andrew Leigh) *The Economists' Voice*, Vol.3, Issue 6, 2006.
41. "Paying for Loyalty: Product Bundling in Oligopoly," (with Stephen King) *Journal of Industrial Economics*, Vol.54, No.1, March 2006, pp.43-62.
42. "Vertical Integration in the Presence of Upstream Competition," (with Catherine de Fontenay) *RAND Journal of Economics*, 36 (3), 2005, pp.544-572.
43. "Markets for Ownership," *RAND Journal of Economics*, 36 (2), 2005, pp.433-455.
44. "Optional Fixed Fees in Multilateral Vertical Relations," (with Catherine de Fontenay) *Economics Letters*, Vol.88 (2), 2005, pp.184-189
45. "Patent Renewal Fees and Self-Funded Patent Offices," (with Stephen King and Ryan Lampe), *Topics in Theoretical Economics*, Vol.4, No.1, 2004, Article 6.
46. "Vertical Integration and Competition Between Networks," (with Catherine de Fontenay) *Review of Network Economics* Vol.4 (No.1), March 2005, pp.4-18.
47. "Can Vertical Integration by a Monopsonist Harm Consumer Welfare?" (with Catherine de Fontenay), *International Journal of Industrial Organization*, Vol. 22, No. 6, 2004, pp. 821-834.
48. "When Does Funding Research by Smaller Firms Bear Fruit? Evidence from the SBIR Program," (with Scott Stern), *Economics of Innovation and New Technology*, Vol.12, No.4, 2003, pp.361-384.

49. "A Technological and Organisational Explanation for the Size Distribution of Firms," (with John Quiggin) *Small Business Economics*, Vol.21, No.3, November 2003, pp. 243-256.
50. "Approaches to Regulating Interchange Fees in Payment Systems," (with Stephen King) *Review of Network Economics*, Vol.2, No.2, June 2003, pp.125-145.
51. "The Product Market and the Market for 'Ideas': Commercialization Strategies for Technology Entrepreneurs," (with Scott Stern), *Research Policy*, Vol.32, No.2, February, 2003, pp.333-350.
52. "Organizational Design and Technology Choice under Intrafirm Bargaining," (with Catherine de Fontenay), *American Economic Review*, Vol.93, No.1, March 2003, pp.448-455.
53. "The Neutrality of Interchange Fees in Payment Systems," (with Stephen King), *Topics in Economic Analysis and Policy*, Vol.3, No.1, 2003, Article 1.
54. "When Does Start-Up Innovation Spur the Gale of Creative Destruction?" (with David Hsu and Scott Stern), *RAND Journal of Economics*, Vol.33, No.4, 2002, pp.571-586.
55. "Exclusionary Contracts and Competition for Large Buyers," *International Journal of Industrial Organization*, Vol.20, 2002, pp.1363-1381.
56. "Regulating Private Infrastructure Investment: Optimal Pricing for Access to Essential Facilities," *Journal of Regulatory Economics*, Vol.20, No.2, 2001, pp.167-189.
57. "Numbers to the People: Regulation, Ownership and Local Number Portability," (with Stephen King and Graeme Woodbridge), *Information Economics and Policy*, 13 (2), June 2001, pp.167-180.
58. "Using 'Bill and Keep' Interconnect Arrangements to Soften Network Competition," (with Stephen King) *Economic Letters*, 71 (3), June 2001, pp.413-420.
59. "Regulating Endogenous Customer Switching Costs," (with Stephen King), *Contributions to Theoretical Economics*, Vol 1, Issue 1, 2001, Article 1.
60. "Mobile Network Competition, Customer Ignorance and Fixed-to-Mobile Call Prices," (with Stephen King), *Information Economics and Policy*, Vol.12, No.4, 2000, pp.301-328.
61. "Incumbency and R&D Incentives: Licensing the Gale of Creative Destruction," (with Scott Stern), *Journal of Economics and Management Strategy*, Vol.9, No.4, 2000, pp.485-511.
62. "Network Competition and Consumer Churn," *Information Economics and Policy*, Vol.12, No.2, 2000, pp.97-110.
63. "First Author Conditions," (with Maxim Engers, Simon Grant and Stephen King), *Journal of Political Economy*, Vol. 107, No.4, August 1999, pp.859-883.
64. "Limited Information, the Possibility of Rational Choice and the Contingent Valuation Method," *International Journal of Social Economics*, Vol.26, Nos.1/2/3, 1999, pp.402-414.
65. "Why Referees Don't Get Paid (Enough)," (with Maxim Engers), *American Economic Review*, Vol.88, No.5, December, 1998, pp.1341-1349.
66. "Industrialization with a Menu of Technologies: Appropriate Technologies and the "Big Push," *Structural Change and Economic Dynamics*, Vol.9, No.3, September 1998, pp.63-78.
67. "Time Lags and Indicative Planning in a Dynamic Model of Industrialisation," *Journal of the Japanese and International Economies*, Vol.12, 1998, pp.103-130.
68. "Fixed Cost Assumptions in Industrialization Theories," *Economic Letters*, Vol.56, 1997, pp.111-119.
69. "Measuring Product Diversity," (with Robert Hill), *Economic Letters*, Vol.55, No.1, 1997, pp.145-150.
70. "Urban Productivity and Factor Growth in the Late Nineteenth Century" (with Raphael Bostic and Scott Stern), *Journal of Urban Economics*, Vol.41, No.1 January 1997, pp.38-55.
71. "On the Impossibility of Rational Choice Under Incomplete Information," *Journal of Economic Behavior and Organization*, Vol.29, No.2, March 1996, pp.287-309.
72. "Majority Voting With Single-Crossing Preferences," (with Michael Smart) *Journal of Public Economics*, 58 (1), February 1996, pp.219-238.
73. "Best Replies and Adaptive Learning," *Mathematical Social Sciences*, Vol.30, No.3, 1995, pp.221-234.
74. "Evolutionary Selection of Beliefs," *Economic Letters*, Vol.49, No.1, July 1995, pp.13-17.
75. "How Are The Mighty Fallen: Rejected Classic Articles By Leading Economists," (with George Shepherd), *Journal of Economic Perspectives*, Vol.8, No.1, Winter 1994, pp.165-179.
76. "Time and Economics: Reflections on Hawking," *Methodus,* Vol.2, No.2, December 1990, pp. 80-81.

77. "Knowledge of Growth and the Growth of Knowledge," *Information Economics and Policy*, Vol.4, No.3, 1989-90, pp.201-224.

Local

1. "Bargaining Over Labour: Do Patients have any Power?" (with Andrew Leigh), *Economic Record*, Vol.88, No.281, June 2012, pp.182-194.
2. "How Partisan is the Press: Multiple Measures of Media Slant" (with Andrew Leigh), *Economic Record*, Volume 88, Issue 280, pages 127–147, March 2012.
3. "'Big Bang' Telecommunications Reform," (with Stephen King), *Australian Economic Review*, Vol.43, No.2, 2010, pp.179-186.
4. "Using Markets in Innovation Policy," *Australian Economic Review*, Vol.42, No.1, 2008, pp.88-95.
5. "The delicate balance on parental leave," *Melbourne Review*, Vol.4, No.2, November 2008, pp.47-55.
6. "Where to next on credit card reforms?" (with Stephen King) *The Melbourne Review*, 4(1), May 2008, pp.42-48.
7. "The practicalities of emissions trading," (with John Quiggin) *The Melbourne Review*, 3(2), November 2007, pp.60-65.
8. "Looking Local on Broadband," *Public Policy*, Vol.2, No.1, 2007, pp.10-24.
9. "Unusual Days in Births and Deaths," (with Andrew Leigh), *The Melbourne Review*, 3(1), May 2007, pp.72-79.
10. "What is Different about Media Mergers," (with Simon Anderson), *Melbourne Review of Business and Public Policy*, Vol.2, No.2, November 2006, pp.32-36.
11. "Measuring innovative performance – essential for effective innovation policy and economic growth," (with Richard Hayes), *Melbourne Review of Business and Public Policy*, Vol.2, No.1, May 2006, pp.70-77.
12. "Reconsidering the Public Benefit Test in Merger Analysis: The Role of 'Pass Through'," *Australian Business Law Review*, 34 (1), 2006, pp.28-37.
13. "Dealing with difficult mergers," *Melbourne Review of Business and Public Policy*, Vol.1, No.1, November 2005, pp.78-82.
14. "'Protecting Consumers by Protecting Competition': Does Behavioural Economics Support this Contention?," *Competition and Consumer Law Journal,* 13 (1), 2006, pp.40-50.
15. "Competitive Neutrality in Access Pricing," (with Stephen King) *Australian Economic Review*, Vol.38, No.2, 2005, pp.128-136.
16. "Potential Anticompetitive Effects of Bundling," (with Stephen King) *Australian Business Law Review*, Vol.33, No.1, February, 2005, pp.29-35.
17. "Intellectual Property Rights: a Grant of Monopoly or an Aid to Competition," (with Philip Williams and David Briggs) *Australian Economic Review*, Vol.37, No.4, December 2004, pp.436-445.
18. "Taking into Account Extraordinary Circumstances in Regulatory Pricing," (with Stephen King), *Agenda*, Vol.11, No.4, 2004, pp.349-362.
19. "Supermarkets and Shopper Dockets: The Australian Experience," (with Stephen King) *Australian Economic Review*, Vol.37, No.3, pp.311-316.
20. "Does Australia's Health Insurance System Really Provide Insurance?" *Policy*, Vol.20, No.3, Spring 2004, pp.10-14.
21. "When are Regulated Access Prices Competitively Neutral? The Case of Telecommunications in Australia," (with Stephen King), *Australian Business Law Review*, Vol.32, No.6, pp.407-414.
22. "The Decision of the High Court in Rural Press: How the literature on credible threats may have materially facilitated a better decision," (with Rajat Sood and Philip Williams) *Australian Business Law Review*, 32 (5), October, 2004, pp.337-344.
23. "The Housing Lifeline: A Policy for Short-Run Housing Affordability," (with Stephen King) *Agenda*, Vol.11, No.2, 2004.

24. "Structural and Behavioural Market Power under the Trade Practices Act: An Application to Predatory Pricing," (with Anthony Niblett and Stephen King) *Australian Business Law Review*, Vol.32, No.2 April, 2004, pp.83-110.
25. "The Value of IP Protection in Markets for Ideas," *Australian Intellectual Property Law Bulletin*, Vol.16, No.6, 2003, pp.88-90.
26. "Contestability, Complementary Inputs and Contracting: The Case of Harbour Towage," (with Stephen King), *Australian Economic Review*, Vol.36, No.4, December 2003, pp.415-427.
27. "Access Holidays and the Timing of Infrastructure Investment," *Economic Record*, Vol.80, No.248, March 2004, pp.89-100.
28. "Anti-Insurance: Analysing the Health Insurance System in Australia," (with Stephen King), *Economic Record*, Vol.79, No.248, December 2003, pp.473-486.
29. "Access Holidays for Network Investment," (with Stephen King), *Agenda*, Vol.10, No.2, 2003, pp.163-178.
30. "A Theoretical Analysis of Credit Card Reform in Australia" (with Stephen King), *Economic Record* Vol.79, No.247, December 2003, pp.462-472.
31. "Regulating Termination Charges for Telecommunications Networks," (with Stephen King), *Australian Journal of Management*, Vol.27, No.1, June 2002, pp.75-86.
32. "The Economic Consequences of DVD Regional Restrictions," (with Emily Dunt and Stephen King), *Economic Papers*, Vol.21, No.1, 2002, pp.32-45.
33. "The Treatment of Natural Monopolies under the Australian Trade Practices Act: Three Recent Decisions," (with Frances Hanks and Philip Williams), *Australian Business Law Review*, Vol.29, No.6, December, 2001, pp.492-507.
34. "The Role of Interchange Fees in Credit Card Associations: Competitive Analysis and Regulatory Options," (with Stephen King), *Australian Business Law Review*, Vol.29., No.2, April 2001, pp.94-122.
35. "Benefits and Costs of Copyright: An Economic Perspective - Part 2," (with Megan Richardson, Frances Hanks and Philip Williams) *Australian Intellectual Property Law Bulletin*, Vol.13, No.6, 2000, pp.79-92.
36. "Benefits and Costs of Copyright: An Economic Perspective," (with Megan Richardson, Frances Hanks and Philip Williams) *Australian Intellectual Property Law Bulletin*, Vol.13, No.5, 2000, pp.62-65.
37. "Options for Electricity Transmission Regulation in Australia," (with Stephen King), *Australian Economic Review*, Vol.33, No. 2, June 2000, pp.145-161.
38. "The Competitive Balance Argument for Mergers," *Australian Economic Review*, Vol.33, No.1, March 2000, pp.83-93.
39. "The Role of Undertakings in Regulatory Decision-Making" (with Teresa Fels and Stephen King), *Australian Economic Review*, Vol.33, No.1, March 2000, pp.3-16.
40. "Economic Issues Associated with Access to Electronic Payments Systems," (with Richard Scheelings) *Australian Business Law Review*, Vol.27, No.5, December 1999, pp.373-390.
41. "Efficient Investment Pricing Rules and Access Regulation" (with Philip Williams), *Australian Business Law Review*, Vol.27, No.3, August 1999, pp.267-279.
42. "Growth in Australian Cities," (with Rebecca Bradley), *Economic Record*, Vol.74, No.226, September, 1998, pp.266-278.
43. "Contracts and Electricity Pool Prices," (with Danny Price and Kim Woods), *Australian Journal of Management*, Vol.23, No.1, June, 1998, pp.83-96.
44. "Driving the Hard Bargain for Australian R&D," *Prometheus*, Vol.16, No.1, March, 1998, pp.47-56.
45. "Access Regulation and the Timing of Infrastructure Investment," (with Philip Williams), *Economic Record*, Vol.75, No.228, March 1999, pp.39-49.
46. "Does Australia Really Need to Encourage its Innovators to Commercialise In-House?" *Policy*, Vol.13, No.4, March 1998, pp.36-40.
47. "Of Grand Prix and Circuses," *Australian Economic Review*, No.155, 3rd Quarter 1996, pp.299-307.
48. "Comparative Statics Made Simple: An Introduction to Recent Advances," *Australian Economic Papers*, June 1996, pp.81-93.
49. "Inside the Black Box: A Look at the Container," *Prometheus*, Vol.13, No.2, December 1995, pp.169-183.

50. "Chaos Theory, Nonlinearities and Economics: A Speculative Note," *Economic Papers*, Vol.10, No.1, March 1991, pp.40-53.

Book Chapters

1. "Some Economics of Pure Digital Currencies," (with Hanna Halaburda), Economics of Digitization: An Agenda, A. Goldfarb, S. Greenstein and C. Tucker (eds), NBER, 2015, Chapter 9.
2. "Credit History: The Changing Nature of Scientific Credit" (with Fiona Murray), in A. Jaffe and B. Jones (eds), *The Changing Frontier*, NBER, 2015, Chapter 4.
3. "Intel and Blocking Practices," *The Antitrust Revolution*, 6th ed., J. Kwoka and L. White (eds)., 2013 (forthcoming).
4. "Nash Equilibrium," *Palgrave Encyclopedia of Strategic Management* (forthcoming).
5. "Natural Monopoly," *Palgrave Encyclopedia of Strategic Management* (forthcoming).
6. "Funding Scientific Knowledge: Selection, Disclosure and the Public-Private Portfolio," (with Fiona Murray) *Rate and Direction of Inventive Activity*, J. Lerner and S. Stern (eds), NBER, 2012 , Chpt 4.
7. "Regulating Interconnection Pricing," (with Richard Hayes and Stephen King), *Australian Telecommunications Regulation*, A. Grant (ed.), CCH: Sydney, 2012.
8. "Designing Markets for Ideas," (with Scott Stern) in *The Handbook of Market Design* (Edited by Zvika Neeman, Muriel Niederle, Nir Vulkan, and Al Roth), Oxford University Press, 2013, Chapter 8.
9. "Economic Approaches to Understanding and Promoting Innovation," in L. Mann and J. Chan (eds), *Creativity and Innovation in Business and Beyond*, Routledge: London, 2010, pp.82-104.
10. "Managing Ideas: Commercialization Strategies for Biotechnology," in C. Sri Krishna (ed.), *IPR and Commercialization: Economic Issues and Implications*, Amicus Books, Hyderabad, 2007, Chapter 6.
11. "Monopolistic Competition," *International Encyclopedia of Social Science*, (forthcoming).
12. "Housing and Income Contingent Loans for Low Income Households," (with Stephen King) *Managing Government Risk: Income contingent loans for social and economic progress*, Bruce Chapman (ed.), Routledge: London, 2006, Chapter 11.
13. "Access Pricing and Infrastructure Investment," in Dewenter, Ralf and Haucap, Justus (eds.) *Access Pricing: Theory and Practice*, Elsevier Science, Amsterdam, 2007, Chpt 2.
14. "Wireless Communications," (with Stephen King and Julian Wright) *Handbook of Telecommunications Economics*, North-Holland, 2005.
15. "Regulating Interconnection Pricing," (with Stephen King), *Australian Telecommunications Regulation*, A. Grant (ed.), UNSW Press: Sydney, 2003.
16. "Innovation and Market Structure in General Equilibrium," (with Robin Stonecash), in A. Woodland (ed.), *International Trade and Economic Theory: Essays in Honor of Murray Kemp*, Edward Elgar: Cheltnam, 2001, pp.181-191.
17. "Engendering Change," in S. Keen et.al. (eds.), *Commerce, Complexity, and Evolution*, Cambridge University Press: New York, 2000, Chpt 19, pp.391-414.
18. "A Strategic Theory of In-House Research and Development," in S. MacDonald and J. Nightingale (eds.), *Information and Organization*, Elsevier: Amsterdam, 1999, pp.167-182.
19. "A Primer on Access Regulation and Investment" (with Philip Williams), in M. Arblaster and M. Jamison (eds.), *Infrastructure Regulation and Market Reform: Principles and Practice*, ACCC/PURC: Melbourne, 1998, pp.150-160.
20. "Industrialisation Policy and the Big Push," in K.J. Arrow et.al. (eds.) *Increasing Returns and Economic Analysis*, Macmillan: London, 1998, Chpt 13.

Other Working Papers

1. "When Will Efficient Ownership Arise? Trading over Property Rights" 31st March, 2005
2. "Intrafirm Bargaining with Heterogeneous Replacement Workers" (with Catherine de Fontenay) June, 2005
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310. "The Double Bacon Extra Cheese Problem," Slate, 11 December 2013.
311. "Some simple economics of drone delivery," TAP Blog, 3 December 2013.
312. "Harvard Business Review should pay a price for its fees," Financial Times, 16 October 2013.
313. "Coase, Net Neutrality and Netflix," TAP Blog, 7 March 2014.
314. "The Giant's Shoulders: Suzanne Scotchmer," TAP Blog, 31 January 2014.
315. “The Anatomy of Imitation,” TAP Blog 14 April 2014
316. "Innovation's Rewards and Trade-offs," Rotman Management Magazine, 22 April 2015.
317. "The last two digits of a price can signal your desperation to sell," The Conversation, 21 April 2015.
318. "It's not the end of regulation," Cato Unbound, 8 April 2015.
319. "Amazon Dash finally brings sense to the Internet of Things," The Conversation, 31 March 2015.
320. "What Meerkat vs Periscope battle means for live mobile streaming," The Conversation, 26 March 2015.
321. "The 10K Apple Watch is more than a product; it's an HR strategy," The Conversation, 17 March 2015.
322. "Why Apple and its iPhone confound disruption theorists," The Conversation, 6 March 2015.
323. "Can competition fix net neutrality?" The Conversation, 3 March 2015.
324. "Net neutrality should apply to mobile networks," The Conversation, 26 February 2015.
325. "The Apple Car will be really different ... if it exists," The Conversation, 20 February 2015.
326. "A search for the unreal America," The Conversation, 5 February 2015.
327. "Why BlackBerry's argument for app neutrality is crazy," The Conversation, 22 January 2015.
328. "To provide eyes or not to provide eyes," The Conversation, 19 January 2015.
329. "When the camera lies: our surveillance society needs a dose of integrity to be reliable," (with Steve Mann), The Conversation, 12 January 2015.
330. "Something is wrong with Apple's international app pricing," The Conversation, 12 January 2015.
331. "The morality of price spikes," The Conversation, 1 January 2015."Online education divides knowledge into chunks," The Conversation, 15 December 2014.
332. "Actually, we need more Harvard Professors who would call out overcharges at a restaurant," Slate, 11 December 2014.
333. "Is Uber really in a fight to the death?" The Conversation, 25 November 2014.
334. "Against Oligopoly" Medium, 9 November 2014.

335. "Tirole and Pasteur," TAP Blog, 15 October 2014.
336. "Do Patents Stifle Cumulative Innovation?" TAP Blog, 30 July 2014.
337. "10 Reasons to Doubt Tim's Vermeer," Medium, 15 June 2014.
338. "Net neutrality: A simple goal with some difficult implementation ahead," VoxEU, 11 June 2014.
339. "How to compete with a Non existent iWatch," Medium, 8 June 2014.
340. "Teaching entrepreneurship is really just teaching strategy," National Post, 29 May 2014.
341. "Net Neutrality may be harder to achieve than we thought," TAP Blog, 29 May 2014.
342. "Take a leaf out of the airlines' book to sell taxes to the rich," The Conversation, 7 May 2014.
343. "Mergers and Disruptive Innovation," Global Media and Communications Quarterly, Autumn, 2015.
344. "How sure are we that ad blocking software will ruin the free Internet?" TAP Blog, 21 August 2015.
345. "Google, Yelp and the Future of Search," HBR.org, 10 July 2015.
346. "An Empirical Approach to Reverse Payment Settlements," (with Lisa Cameron), Law360, 7 July 2015.
347. "Sharing User Search Data," TAP Blog, 3 July 2015.
348. "As phones become our IDs how will we secure the future," Spark, 3 June 2015.
349. "Is climate policy compatible with Tesla's battery-fueled dreams?" The Conversation, 1 May 2015.
350. "Are we kidding ourselves on competition?" TAP Blog, 1 May 2015.
351. "If Ford wants to beat Tesla, it needs to go all in," *HBR Blogs*, 20 April 2016.
352. "Scientific Teamwork," (with Fiona Murray), NBER Research Reporter, April 2016.
353. "Facebook Live is the Company's Newest Strategic Weapon," *HBR Blogs*, 8 April 2016.
354. "What would it take to disrupt a platform like Facebook," *HBR Blogs*, 23 March, 2016.
355. "How much Trump is really disrupting Politics-As-Usual," Harvard Business Review Blog, 1 March 2016.
356. "Game Theory and Apple's Encryption Challenge," TAP Blog, 25 February 2016.

Book Reviews

"Autocorrect off: Where BlackBerry's Founders went Wrong," Literary Review of Canada, July-August 2015.

"Book Review: *A Guide for the Young Economist* by William Thomson," *Economic Record*, September 2002.

"Book Review: *Regional Advantage: Competition and Culture in Silicon Valley and Route 128* by Annalee Saxenian" *Prometheus*, Vol.13, No.1, June 1995, pp.124-127.

"Book Review: *Time In History* by G.J. Whitrow," *Prometheus*, Vol.8, No.2, December 1990, pp.390-393.

"Book Review: *Economics and Institutions: A Manifesto for a Modern Institutional Economics* by Geoffrey Hodgson," *Prometheus*, Vol.8, No.2, December 1990, pp.401-405.

"Book Review: A *Brief History of Time: From the Big Bang to Black Holes* by Stephen Hawking," *Prometheus*, Vol.8, No.1, June 1990, pp.181-183.

"Book Review: *Hard Heads, Soft Hearts: Tough Minded Economics for a Just Society* by Alan Blinder," *Economic Analysis and Policy*, Vol.20, No.1, March 1990, pp.132-134.

"Book Review: *Chaos: Making a New Science* by James Gleick," *Prometheus*, Vol.7, No.2, December 1989, pp.412-415.

Grants

2013: SSHRC Grant for "Big Science and Small Incentives: How Crowdfunding, Incubators, and Prizes Influence the Rate and Direction of University Innovation." ($301,000)

2012: SSHRC Grant for "Digital Challenges in News, Media and Advertising." ($153,000)

2011: Sloan Foundation Grant for the "Economics of Knowledge Contribution and Distribution," ($976,171)

2009: ARC Discovery Grant for "Economic interactions between scientists and commercial interests and their impact on scientific knowledge dissemination: a theoretical and empirical investigation," ($608,000)

2007: Victorian State Government: developing an innovation agenda ($42,000)

2007: *ARC Linkage Grant* for "Understanding market mechanisms to achieve greater efficiency in the Australian residential real-estate market," ($228,000 over three years).

2006: Grant from University of Melbourne to create Centre for Ideas and the Economy ($500,000)

2006: *ARC Discovery Grant* for "Developing a Coalitional Approach to Business Strategy and Industrial Organisation: Theory and Empirical Operationalisation" ($285,000 over three years).

2003: *Large ARC Grant* for "Uncertainty and Patent Lags," ($140,000 over three years).
2002: Grant from the Menzies Research Centre to study "Options for Low Income Housing Policy in Australia" ($20,000).
2002: Grant from Medibank Private to study "Options for Health Insurance Reform in Australia" ($40,000).
2002: IPRIA Grant for "Commercialisation of New Technologies" (approx. $70,000 per year for 4 years).
2000: *Large ARC Grant* for "Competition in Ideas Markets," ($77,000 over three years).
1999: *Small ARC Grant* for "Regulation in Network Industries," $12,000.
1998: *Small ARC Grant* for "Regulation in Network Industries," $5,000.
1997: *Special Initiatives Grant* for "An Analysis of the Implications Complementary Assets have for Innovation Incentives in High Technology Industries," Melbourne University, $10,000.
1996: *Small ARC Grant* for "The Composition of Private and Public Economic Activity and Urban Growth: Evidence from Australia and the U.S.," $8,000.
1996: *UNSW Faculty Special Research Grant* for "Political Security and Policy Manipulation," $2,500.
1995: *Small ARC Grant* for "An Empirical Analysis of Externalities and Public Institutions in the Growth of U.S. Cities," $11,200.
1995: *UNSW Faculty Special Research Grant* for "A Theoretical Analysis of the Coordination and Incentive Issues Involved with the Management of Innovation," University of New South Wales, $2,000.

Blog Contributions

Digitopoly: digitopoly.org
Parentonomics: blogs.forbes.com/joshuagans
Core Economics: economics.com.au
Game Theorist: gametheorist.blogspot.com
GeekDad: geekdad.com
News for Econ Students: econblog.aplia.com

Other Activities

Recent Seminar Presentations:

2016: Melbourne, Australian National University

2015: Cornell, Northwestern

2014: Toronto, Harvard Business School,

2013: Berkeley (Econ and iSchool), Northwestern

2012: MIT, Toronto, Melbourne.

2011: Toronto, Microsoft Research, MIT Sloan, Harvard Business School (Network Business Initiative), Haas Berkeley.

2010: Wharton, MIT Sloan, Harvard Business School (SSBI), Harvard (Economics), Boston University, Dartmouth, Toronto, NBER, Michigan, Harvard Business School (Strategy), Virginia, US Department of Justice, George Mason, Resources for the Future, NYU (Stern), Chicago Booth, Chicago Harris, Yale, UCLA, Stanford, Harvard, Northeastern, Columbia, MIT (Economics), Duke, London School of Economics, London Business School, UT (Austin), Yahoo!, Google, Boston College, Harvard Law School, Northwestern University, Harvard Business School (NOM), Georgetown.

2009: Melbourne, Monash

2008: Victorian Government, ANU, ACMA, Economic Society of Australia, Queensland, Dept of Sustainability & the Environment (Victoria), Northwestern.

2007: Wharton, NYU (Stern), Cornell, Virginia, Colorado, Stanford, University of Hong Kong

2006: Yale (SoM), Yale (Economics), MIT

Recent Conference Presentations:

January 2016: "Markets for Scientific Attribution," Suzanne Scotchmer Memorial Lecture, Toulouse.
November 2015: "Control versus Execution," IPRIA IP Research Conference, Melbourne.
October 2015: "Disruption and Antitrust," Annual Competition Law Workshop for Canadian Bar Association, Ottawa.
June 2015: "Personal Data and Competition," Lear Antitrust 2.0 Conference, Rome
December 2014: "The Impact of the Internet on Advertising Markets for News Media," Annual IO Workshop, Manchester.
August 2014: "Markets for Scientific Attribution," NBER Innovation Conference, South Korea.
January 2014: "Exit and Voice in Scholarly Publishing," AEA Annual Meetings, Philadelphia.
December 2013: "Is free riding an issue for retailing?" CRA Antitrust Conference, Brussels.
November 2013: "Markets for Scientific Attribution," Annual Contribution Economy Conference, GeorgiaTech.
August 2013: "Credit History: The Changing Nature of Scientific Credit," NBER Changing Frontier Conference, Chicago.
June 2013: "Some Economics of Pure Digital Currencies." NBER Digitization Volume, Park City.
April 2013: The Future of Weblogging, Kauffman Economic Blogging Forum, Kansas City.
March 2013: Information Wants to be Shared, Annual Grafstein Lecture, University of Toronto Law School.
February 2013: Information Wants to be Shared, Tools of Change for Publishing Conference, New York.
January 2013: "Television Wants to be Shared," BBC Seminar on Broadcasting, Oxford.
January 2013: "Consumer Tracking and Efficient Matching in Online Advertising Markets," American Economic Association.
December 2012: "MFNs and Platforms," CRA Antitrust Conference, Brussels.
July 2012: "Markets for Scientific Attribution," Industrial Organisation Workshop, Vancouver.
June 2012: "Alternative Models of Contribution," Presentation to the Future World Heritage Digital Mathematics Library: Plans and Prospects Conference, Washington DC.
May 2012: "Jurisdictional Institutional Experimentation & Evolution," Iceland Government IP Workshop, MIT.
December 2011: "The Delicate Desire for Monopoly," CRA Antitrust Conference, Brussels.
November 2011: "The Impact of the Internet on Advertising Markets for News Media", FTC Microeconomics Conference, Washington DC.
July 2011: "The Impact of the Internet on Advertising Markets for News Media", NBER Summer Institute.
May 2011: "The Impact of the Internet on Advertising Markets for News Media", CRES Conference on the Foundations of Strategy, St Louis.
November, 2010: "Will the Internet Destroy the News Media?" Annual IO Theory Workshop, Duke.
October, 2010: "Will the Internet Destroy the News Media?" Annual Media Economics Workshop, New York.
October, 2010: "Funding Restrictions and Scientific Disclosure," NBER Rate and Direction of Inventive Activity, Airlie Virginia.
July, 2010: "Start-Up Commercialisation Strategy and the Market for Ideas" NBER Entrepreneurship Boot Camp.
July 2010: "Negotiating for the Market," NBER Intellectual Property Policy and Innovation.
July 2010: "Contracting Over the Disclosure of Scientific Knowledge: IP Protection and Academic Publication," NBER Innovation Policy and the Economy Meetings.
June 2010: "Negotiating for the Market," IFN Conference on Innovation, Ownership and Competition Policy, Stockholm.
May 2010: "Will the Internet Destroy the News Media?" ZEW Platform Conference, Mannheim.

May 2010: "Negotiating for the Market," International Industrial Organization Conference, Vancouver.
April, 2009: "When is Static Analysis a Sufficient Proxy for Dynamic Considerations? Reconsidering Innovation and Antitrust," NBER Innovation Policy and the Economy Conference, Washington DC.
October 2009: "Economic Policy in the Post-Crisis Era," PerCapita Policy Exchange Conference.
September 2009: "Platform Siphoning," Stanford Conference on Internet Economics
July 2009: "Funding Conditions, the Public-Private Research Portfolio and the Disclosure of Scientific Knowledge," NBER Rate and Direction of Inventive Activity Pre-Conference, Laguna Beach.
July 2009: "Bilateral Bargaining with Externalities," Australasian Meetings of the Econometric Society, Canberra.
May 2009: "Market Power in the Electricity Market," ACCC Regulatory Talk.
March, 2009: "Is there a market for ideas?" CITE Information and Innovation Workshop.
April 2009: "Contracting over the Disclosure of Scientific Knowledge," International Industrial Organization Conference, Northeastern University.
February 2009: "Contracting over the Disclosure of Scientific Knowledge," Summer Workshop in Industrial Organisation, University of Auckland.
October 2008: "Emerging Concepts in Market Design," PerCapita Policy Exchange Conference.
October 2008: "Dynamic Efficiency and the Automobile Industry," Melbourne Institute Economics Forum.
October 2008: "The New Economics of Science," Xiaokai Yang Memorial Lecture, Conference of Economists, Gold Coast.
September 2008: "Is there a market for ideas?" Conference on Markets for Technology, Madrid.
September, 2008: "Patents, Papers and Secrecy: Contracting over Scientific Disclosure," Workshop on the Economics of the Future of Scholarly Communication, Ann Arbor.
August 2008: "Contracting over scientific disclosure," Keynote Address, Organisational Economics Workshop, Sydney.
July 2008: "Evaluating the Licensing Regulation in Copyright," ACCC Regulatory Conference, Gold Coast.
May, 2008: "New Ideas in Innovation Policy," Economic Society Innovation Policy Workshop, Melbourne.
September 2007: "Start-Up Commercialisation Strategy and Innovative Dynamics," NBER Entrepreneurship: Strategy & Structure Conference in Jackson, WY.
May, 2007: "Health system reform," and "Global economic forces," Future Summit, Australian Davos Connection, Melbourne
April, 2007: "Start-Up Commercialisation Strategy and Innovative Dynamics," IIOC Conference, Savannah (GA)
January, 2007: "Start-Up Commercialisation Strategy and Innovative Dynamics," NBER Pre-Conference on Entrepreneurship and Strategy (Chicago)
November, 2006: "Tivoed: The Impact of Ad-Avoidance on Broadcaster Behaviour" Media Economics Workshop, Washington DC.
July 2006: "The Dynamics of Ideas Markets," Invited Lecture, Econometric Society Meetings, Alice Springs.
March, 2006: "Wholesale Bargaining," Keynote Address, NZ IO Workshop, Auckland.

Conference Organiser

November 2014: Contribution Economy Conference, Atlanta
November 2013: Contribution Economy Conference, Atlanta.
April 2013: Conference in Honor of Paul Milgrom's 65th Birthday, Stanford.
October 2012: NBER Workshop of Open Science and Scholarly Communication, Cambridge.
July 2011: Workshop on Science and Innovation Policy, MIT.
March 2007: "The Information Economics Revolution: A Conference in Honor of Sir James Mirrlees," Melbourne.
May, 2006: "Media Mergers," Centre for Business and Public Policy Conference.
November 2004: "Innovation and Venture Capital," IPRIA at MBS.
December, 2002: "Protecting Intellectual Property and Protecting Consumers: Is there a trade-off?" Joint IPRIA/MBS Conference at MBS.
May, 2002: "Regulating the Interaction of Competitors," Credit Card conference at MBS
December, 1998: ACCC/UM Conference on Electricity Network Pricing.
July, 1997: Annual Australian Industry Economics Conference on "Making Competitive Markets."
July, 1997: Executive Workshop with Paul Milgrom and Bob Officer on "Valuing Public Assets."

September 1995: "Social Discount Rate," Kenneth J. Arrow.

Referee Reports for:

American Economic Review, Australian Research Council, Economic Planning Advisory Council, IEA Trade Conference Volume, Information Economics and Policy, Journal of Economic Behavior and Organization, *Australian Economic Papers, Journal of Economics, Economic Record, Australian Journal of Management, Review of Economic Studies, Review of Development Economics, Strategic Management Journal, Journal of Economic Literature, RAND Journal of Economics, Australian Journal of Agricultural and Resource Economics, International Journal of Industrial Organization, Economic Letters, Journal of Urban Economics, Australian Economic Review, Management Science, Policy, Journal of Economics and Management Strategy, New Zealand Economic Papers, American Journal of Agricultural Economics, BE Journals of Theoretical Economics, Economic Journal, Journal of Industrial Economics, BE Journals of Economic Analysis and Policy, Economic Papers, Journal of Regulatory Economics., Journal of Economics and Business, Economics Bulletin, Journal of Political Economy, Review of Industrial Organization, International Review of Economics and Finance, Economic Theory, Hong Kong Research Grants Council., Australian Intellectual Property Law Journal, Journal of the Japanese and International Economies, International Economic Review, Israel Science Foundation, Telecommunications Policy, European Economic Review, Organizational Science, Journal of Financial Research, Management Science, Review of Industrial Organization, Telecommunications Policy, Competition and Consumer Law Journal., Economic Theory, Econometrica*, *Journal of Economic Theory, Quarterly Journal of Economics, Economic Inquiry*, *American Economic Journal (Microeconomics).*

Teaching Experience

Professor, Rotman School of Management, University of Toronto

Subjects taught: Network and Digital Market Strategy, MBA (Fall 2011; Fall 2012, Winter 2014, Spring 2015), Network and Digital Market Strategy, Commerce (Fall 2011), Economics and Strategy, PhD (Winter 2012, Winter 2013), Creative Destruction Lab (Strategy) (2014).

Professor and A/Professor, Melbourne Business School, University of Melbourne.

Subjects taught: Economics of Incentives and Strategy in Organisations (3rd Semester, 1996, 1997); Managerial Economics (2nd Semester, 1997, 1st Semester, 1998, 1st Semester, 1999, 2nd Semester, 1999; 1st Semester, 2000, 1st Semester 2004; 1st Semester 2006); Incentives and Contracts (2nd Semester, 1999; 1st Semester, 2000, 1st Semester, 2000; 1st Semester 2001; 2nd Semester, 2001; 3rd Semester, 2002; 1st Semester, 2005; 1st Semester 2006); Competing with Technology (2nd Semester, 1999); Personnel Economics (1st Semester, 2000); Economics of Innovation (2nd Semester, 2000; 2nd Semester 2001; 3rd Semester, 2002; 1st Semester, 2005; 1st Semester 2006); Advanced Game Theory (2nd Semester, 2000; 2nd Semester, 2001, 1st Semester 2003, 1st Semester, 2006).

Guest Professor, MIT

Masterclass in Organizational Economics (May 2012).

Guest Lecturer, INSEAD, France

"Managing Ideas for Competitive Advantage," IBM Executive Program (August 2000).

Lecturer, School of Economics, University of New South Wales.

Subjects taught: Growth, Technology and Structural Change, Session 1 1995, 1996; Microeconomics 1, Session 2 1994; Microeconomics 3, Session 1 1995, 1996; Microeconomic Analysis 1, Session 1 1995, 1996; Microeconomic Analysis 2, Session 2 1994, 1995; Macroeconomics 1, Session 2 1995; Macroeconomics 3, Session 2 1995; Topics in Advanced Economics, Session 2 1995

Workshop Organiser and Presenter, Scientia Challenge, UNSW

"Using Game Theory to Understand Economic and Social Interactions," July 13-14, 1995.

Adjunct Faculty Member, Australian Graduate School of Management, UNSW
Issues in Financial Economics, 2nd Quarter 1996
Macroeconomics for Managers, 3rd Quarter 1995
The Economics of Organisations and Management, 1st Quarter, 1996

Teaching Assistant, Stanford University
Intermediate Microeconomic Theory (Paul Milgrom), Fall 1993.
Cities, Regions and Nations (Paul Krugman), Spring 1994.

Specialist Tutor, University of Queensland, Australia, Feb 1989 - July 1990.
Subjects taught included: Introductory Economics, Political Economy and Comparative Economic Systems, Australian Economic History, and the Economic Aspects of Information Technology.

Teaching Cases:

"Killing Craigslist: Entrepreneurship in the Online Apartment Rental Market," (with Peter Coles and Wei-Yuan Yu) Harvard Business School Case No.N9-912-009 (January 2012).

"Developing an App for That: Mobile Application Development Strategy (Banking)," (with Hanna Halaburda and Nathaniel Burbank) Harvard Business School Case No. N9-711-415 (August 2010).

Consulting

Long-term Associations

- Brattle Group (December 2014 -)
- CoRE Research Pty Ltd (June, 2001 –)
- Charles River Associates (October, 2002 – August 2005)
- Australian Competition and Consumer Commission (October, 1999 – June, 2000, March 2006 – December 2007)
- The Economist Advocate (February, 1999 - 2001)
- London Economics, Australia (February 1997 - May, 1999)

Clients

- Government Organisations: ACCC (rail, telecommunications, concrete masonry, supermarkets, B2B e-commerce), Queensland Electricity Reform Unit, Australian Communications Authority, NSW Taxation Authority, Tasmanian Government, NZ Commerce Commission, Consumer Affairs Victoria.
- Private Organisations: BHP, Commonwealth Bank, National Australia Bank, Macquarie Generation, AWB, Freight Australia, United Energy, TXU, Telstra, Lend Lease, Faulding, Hymix-Pioneer, Fairfax, SingTel, Australian Dairy Corporation, AAPT, Mayne, Adsteam, OneSteel, Suncorp, Boral, Microsoft.
- Industry Groups: Regulated Business Forum, Australian Performing Rights Association, National Pharmaceutical Service Providers of Australia.

Activities

- Competition reviews and merger analysis
- Access pricing and regulation
- Optimal penalties and damages calculations

Current Service/Administration Activities

2014-: Chief Economist, Creative Destruction lab
2013-: Advisory Board Member, Creative Destruction Lab
2013 -: Area Coordinator, Strategic Management, Rotman School of Management
2011-13: Learning Resources Committee, Chair, Rotman School of Management
2009 - 2011-: Executive Committee, Institute for a Broadband-Enabled Society, University of Melbourne
2007 – 2009: MBS Knowledge Transfer Representative
2006 -: Advisory Board, IPRIA.
2003 - 2006: Director (Faculty Elected), MBS Ltd.
2004: MBS Merger Steering Committee
2002 - 2003: Chair, Education Technology Committee, Melbourne Business School
2002: Director's Advisory Council, Melbourne Business School
2002 - 2009: Academic Planning and Development Committee, Melbourne Business School.
1998-2002: Promotions and Confirmations Committee, University of Melbourne
1996-2002: Discussion Paper Coordinator, Melbourne Business School.

Other Professional Activities

Executive Committee, Strategic Research Initiative (2012 – 2014, 2015-)
Associate Editor, *Management Science* (Strategy) (2010 -)
Associate Editor, *Journal of Industrial Economics* (2009 -)
Co-Editor, *International Journal of Industrial Organization* (2005 - 2011)
Co-Editor, *Journal of Economics and Management Strategy* (2003 - 2008)
Board of Editors, *Economic Analysis and Policy* (2007 -)
Board of Editors, *Games* (2009 -)
Economics Editor, *Australian Journal of Management* (1997 - 2003)
Board of Editors, *Information Economics and Policy* (1996 - 2004).
Board of Editors, *Review of Network Economics* (2009 - 2014)
Board of Editors, *BE Journals of Economic Analysis and Policy* (2001 - 2014)
Book Review Editor (Microeconomics) for the *Economic Record* (1996 - 1998)
Professional Memberships: Canadian Bar Association, Economic Society of Australia, American Economic Association, Econometric Society, Law Council of Australia (Business Law Section), European Economic Association, International Industrial Organization Society.

Languages: Intermediate Japanese