

Appendix A. Curriculum Vitae

A.1. Education

- PhD, Business Economics, Harvard University
- AM, Economics, Harvard University
- AB, Economics, Harvard University, magna cum laude

A.2. Academic positions

- Harvard University, Department of Economics
 - Professor of Economics, 2019–present
 - Associate Professor of Economics, 2018–2019
 - Assistant Professor of Economics, 2014–2018
- New York University Stern School of Business
 - Assistant Professor of Economics, 2009–2014

A.3. Testimony within the last ten years

- *United States v. Google LLC*. No. 1:23-cv-00108, US District Court for the Eastern District of Virginia (Expert Report: December 2023; Reply Report: February 2024; Supplemental Report: March 2024; Deposition: March 2024; Trial: September 2024)
- *Federal Trade Commission v. Microsoft Corp. et al.* No. 3:23-cv-02880, U.S. District Court for the Northern District of California (Expert Report: May 2023; Reply Report: June 2023; Deposition: June 2023; Trial: June 2023)

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A.4. Research affiliation, academic visits and other positions

- Bates White, LLC, Partner, 2025–present
- Research Associate, National Bureau of Economic Research, 2019–present (Faculty Research Fellow, 2014–2019).
- MIT Sloan School of Management, Applied Economics, Fall 2016
- Yale University, Cowles Foundation, September 2016
- Columbia University, Dept of Economics, Nov 2016, Spring 2014
- Harvard University, Department of Economics, Spring 2013
- Northwestern University, Center for the Study of IO, Spring 2012
- New York University Stern School of Business, Visiting Scholar, 2008–2009
- Yahoo! Research, Research Scientist (Post-Doc), 2008–2009

A.5. Editorial boards

- *American Economic Journal: Microeconomics*, Co-Editor, 2020–2023; Editorial Board, 2019–2020
- *International Journal of Industrial Organization*, Associate Editor, 2011–2020

A.6. Selected publications

A.6.a. Refereed journal publications

- “Contracting over Pharmaceutical Formularies and Rebates” (with Kate Ho), accepted, *Econometrica* (Kate Ho’s Fisher-Schultz Lecture).
- “A Theory of Stock Exchange Competition and Innovation: Will the Market Fix the Market?” (with Eric Budish and John Shim) *Journal of Political Economy* 132, no. 4 (2024): 1209–1246.
- “Health Insurance Menu Design for Large Employers” (with Kate Ho), *Rand Journal of Economics*, 54(4): 598-637.
- “The Price Effects of Cross-Market Hospital Mergers” (with Leemore Dafny and Kate Ho), Summer 2019, *Rand Journal of Economics*, 50(2): 286-325.
 - Awarded Best Antitrust Article on Mergers, American Antitrust Institute, 2019.

- “Equilibrium Insurer-Provider Networks: Bargaining and Exclusion in Health Care Markets” (with Kate Ho), February 2019, *American Economic Review*, 109(2): 473-522.
- “‘Nash-in-Nash’ Bargaining: A Microfoundation for Applied Work” (with Allan Collard-Wexler and Gautam Gowrisankaran), February 2019, *Journal of Political Economy*, 127(1): 163-195.
- “The Welfare Effects of Vertical Integration in Multichannel Television Markets” (with Greg Crawford, Michael Whinston and Ali Yurukoglu), May 2018, *Econometrica*, 86(3): 891-954.
 - Awarded Best Paper Prize, Association of Competition Economics, 2019.
- “Interviewing in Two-Sided Matching Markets” (with Michael Schwarz), Fall 2017, *Rand Journal of Economics*, 48(3): 835-855.
- “Hospital and Physician Prices and Treatment Choice in Labor and Delivery” (with Patricia Foo and Kyna Fong), Summer 2017, *American Journal of Health Economics*, 3(3): 422-453.
- “Insurer Competition in Health Care Markets” (with Kate Ho), March 2017, *Econometrica*, 85(2): 379-417.
 - Awarded the Frisch Medal, Econometric Society, 2020
- “Competing Platforms,” Fall 2014, *J. Econ. Manag. Strategy*, 23(3): 507-526.
- “Vertical Integration and Exclusivity in Platform and Two-Sided Markets,” December 2013, *American Economic Review*, 103(7): 2960-3000.
- “Exclusivity and Control” (with Andrei Hagiu), Fall 2011, *Journal of Economics and Management Strategy*, 20(3): 679-708.
- “Multiple Equilibria and Selection by Learning in an Applied Setting” (with Ariel Pakes), July 2009, *Economic Letters*, 104(1): 13-16

A.6.b. Other publications

- “Structural Empirical Analysis of Contracting in Vertical Markets” (with Michael Whinston and Ali Yurukoglu), 2021, *Handbook of Industrial Organization*, Volume 4, eds. Ali Hortaçsu, Kate Ho, and Alessandro Lizzeri, Elsevier.
- “AT&T/Time Warner and Antitrust Policy Toward Vertical Mergers” (with Gregory S. Crawford, Michael D. Whinston, and Ali Yurukoglu), 2019, *Competition Policy International*, 1(2).
- “Narrow Medical Provider Networks: Welfare Implications and Approaches to Market Design” (with Kate Ho), 2016, *More Equal By Design: Economic Design Responses to Inequality*, eds. Scott Duke Kominers and Alex Teytelboym, Oxford University Press.

- “Empirical Models of Bilateral Contracting,” 2015, *Emerging Trends in the Social and Behavioral Sciences*, eds. Robert A. Scott and Stephen M. Kosslyn, Wiley.
- “Home Videogame Platforms,” 2012, *The Oxford Handbook of the Digital Economy*, eds. Martin Peitz and Joel Waldfogel, Oxford University Press
- “Price Discrimination in Service Industries” (with Anja Lambrecht, Katja Seim, Naufel J. Vilcassim, Amar Cheema, Yuxin Chen, Gregory Crawford, Kartik Hosanagar, Raghuram Iyengar, Oded Koenigsberg, Eugenio Miravete, Ozge Sahin, Katja Seim), June 2012, *Marketing Letters*, 23(2): 423-438.
- “Subsidizing Creativity through Network Design: Zero Pricing and Net Neutrality” (with Tim Wu), Summer 2009, *Journal of Economic Perspectives*, 23:3, 61-76.
- “Signaling Preferences in Interviewing Markets” (with Michael Schwarz), September 2007, *Computational Social Systems and the Internet*, no. 07271 in Dagstuhl Seminar Proceedings, Dagstuhl, Germany

A.7. Honors and awards

- Frisch Medal, Econometric Society, 2020
 - (Best applied paper published in *Econometrica* during the previous five years)
- Best Antitrust Article on Mergers, American Antitrust Institute, 2019
- Best Paper Prize, Association of Competition Economics, 2019
 - (Best paper on competition policy published in 2018)

A.8. Professional activities

- Invited / Keynote / Plenary Speaker: International Industrial Organization Conference (2023, Plenary); FTC Microeconomics Conference (2021, Keynote); Korean Economic Review Conference (2019, Invited); Asia-Pacific Industrial Organization Conference (2019, Invited); Asian Meeting of the Econometric Society (2016, Invited); European Association for Research in Industrial Economics Conference (2014, Invited)
- Panelist Member: FTC Hearings on Competition and Consumer Protection in the 21st Century (2018); American Antitrust Institute (2016); National Health Policy Conference (2015); FTC Microeconomics Conference (2014)
- Program/Scientific Committee: North America Winter Meetings, Econometric Society (2025); AEA Annual Meetings (2024); FTC Microeconomics Conference (2021); NBER IO (Winter

2017); IIOC (2015); NYU Stern IO Day (2013–2014); ACM Electronic Commerce (2009–12); Sixth Ad Auctions Workshop (2010); Auctions, Market Mechanisms, and Their Applications (2009–10); Two-Sided Markets Regulation and Competition Policy (2010)

- University Service (Harvard): FAS Faculty Council (2022–2024); Hoopes Prize Committee (2020–); Dean's Competitive Fund for Promising Scholarship Committee (2020–2022); Star-Friedman Challenge for Promising Scientific Research Committee (2019–2021)

A.9. Teaching

- Harvard:
 - Undergraduate, Industrial Organization, 2016 – Present
 - PhD, Industrial Organization, 2014 – Present
- NYU:
 - MBA, Microeconomics (Firms & Markets), 2010 – 2013
 - PhD, Industrial Organization, 2010 – 2013
- Guest & Invited Lectures: Korean Academic Society of IO (2019); 29th Jerusalem Summer School of Economics (2018); US Department of Justice (2016); Harvard (2013); Princeton (2013); Northwestern (2012)