

CATHERINE TUCKER

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EDUCATION

Stanford University, Ph.D. in Economics (Advisor: Tim Bresnahan), 2005

Oxford University, BA in Politics, Philosophy and Economics, 1999

APPOINTMENTS

MIT Sloan, Sloan Distinguished Professor of Management Science, September 2015 –

MIT Sloan, Chair MIT Sloan PhD Program, July 2015 –

MIT Sloan, Professor of Management Science, July 2015 –

MIT, Co-Founder of the MIT CryptoEconomics Lab, 2018 -

National Bureau of Economic Research (NBER), Research Associate, September 2012 –

MIT Sloan, Mark Hyman Jr. Career Development Professor (with tenure), July 2012 –
September 2015

MIT Sloan, Associate Professor of Management Science, July 2011 – July 2015

National Bureau of Economic Research (NBER), Faculty Research Fellow, May 2011 –
September 2012

MIT Sloan, Douglas Drane Career Development Chair in IT and Management, July 2006 –

MIT Sloan, Assistant Professor of Marketing, July 2005 – June 2011

HONORS AND AWARDS

2020	CITI Fellowship (Columbia University Institute of TeleInformation)
2020	O'Dell Award
2020	TechSIG-Lazaridis Prize for Best Paper in Innovation, Technology and Interactivity for 2019
2018	ISMS Long Term Impact Award
2018	O'Dell Award
2018	MSI Scholar
2017	Congressional Testimony on 'Algorithms: How Companies' Decisions About Data and Content Impact Consumers'
2017	Nominated for Teacher of the Year award (Also in 2012, 2010 and 2009)
2015	Erin Anderson Award
2014	Paul E. Green Award
2013	Teacher of the Year Award, MIT Sloan
2013	Jamieson Prize for Excellence in Teaching
2012	Garfield Economic Impact Award for Best Paper in Health Economics
2011	WHITE Award for best paper in the Economics of Healthcare IT
2011	Public Utility Research Prize for the best paper in regulatory economics
2011	NSF CAREER Award
2011	MSI Young Scholar
2010	Management Science Distinguished Service Award
2004	Koret Foundation Scholar, Stanford Institute for Economic Policy Research Fellowship
2004	Fourth Annual Claire and Ralph Landau Student Working Paper prize

PUBLISHED/ACCEPTED PAPERS

1. 'Identifying Formal and Informal Influence in Technology Adoption with Network Externalities', *Management Science*, Vol. 55 No. 12, December 2008, pp. 2024-2039
2. 'Privacy Protection and Technology Diffusion: The Case of Electronic Medical Records' with Amalia Miller, *Management Science (Lead Article)*, Vol. 55 No. 7, July 2009, pp.

1077-1093

- Republished as part of INFORMS 'Healthcare in the Age of Analytics' series
3. 'How Sales Taxes Affect Customer and Firm Behavior: The Role of Search on the Internet' with Eric Anderson, Nathan Fong and Duncan Simester, *Journal of Marketing Research*, Vol. 47 No. 2, April 2010, pp. 229-239
 4. 'Growing Two-sided Networks by Advertising the User Base: A Field Experiment', with Juanjuan Zhang, *Marketing Science*, Vol. 29 No. 5, September-October 2010, pp. 805-814
 5. 'Privacy Regulation and Online Advertising' with Avi Goldfarb, *Management Science*, Vol. 57 No. 1, January 2011, pp. 57-71
 - Nominated for Long Term Impact Award 2020
 6. 'Search Engine Advertising: Channel Substitution when Pricing Ads to Context', with Avi Goldfarb, *Management Science*, Vol. 57 No 3, March 2011, pp. 458-470
 7. 'Stuck in the Adoption Funnel: The Effect of Interruptions in the Adoption Process on Usage' with Anja Lambrecht and Katja Seim, *Marketing Science*, Vol. 30 No. 2, March-April 2011, pp. 355-36
 8. 'Advertising Bans and the Substitutability of Online and Offline Advertising', with Avi Goldfarb, *Journal of Marketing Research (Lead Article)*, Vol. 48 No. 2, April 2011, pp. 207-227
 9. 'Can Healthcare Information Technology Save Babies?' with Amalia Miller, *Journal of Political Economy*, Vol. 119 No. 2, April 2011, pp. 289-324
 10. 'How Does Popularity Information Affect Choices? A Field Experiment' with Juanjuan Zhang, *Management Science*, Vol. 57 No. 5, May 2011, pp. 828-842
 11. 'Online Display Advertising: Targeting and Obtrusiveness' with Avi Goldfarb, *Marketing Science (Lead Article and Discussion Paper)*, Vol. 30 No. 3, May-June 2011, pp. 389-404
 - 'Rejoinder - Implications of "Online Display Advertising: Targeting and Obtrusiveness' with Avi Goldfarb, *Marketing Science*, Vol. 30 No. 3, May-June 2011, pp. 413-415
 - Nominated for John D. C. Little Award
 - Nominated for Long Term Impact Award 2017

- Long Term Impact Award 2018
12. 'Encryption and Data Security' with Amalia Miller, *Journal of Policy Analysis and Management*, Vol. 30 No. 3, Summer 2011, pp. 534-556
 13. 'Paying With Money or With Effort: Pricing When Customers Anticipate Hassle' with Anja Lambrecht, *Journal of Marketing Research*, Vol. 49 No. 1, February 2012, pp. 66-82.
 14. 'Heterogeneity and the Dynamics of Technology Adoption' with Stephen Ryan, *Quantitative Marketing and Economics*, Vol 10 No. 1, March 2012, pp 63-109
 15. 'Shifts in Privacy Concerns', *American Economic Review: Papers and Proceedings* with Avi Goldfarb, Vol. 102 No. 3, May 2012, pp. 349-53
 16. 'How does the Use of Trademarks by Intermediaries Affect Online Search?' with Lesley Chiou. *Marketing Science*, Vol 31 No. 5, September 2012, pp 819-837
 17. 'Active Social Media Management: The Case of Health Care' with Amalia Miller. *Information Systems Research*, Vol. 24 No. 1, March 2013, pp. 52-70
 - Republished as part of Informs 'Healthcare in the Age of Analytics' series
 18. 'Paywalls and the Demand for News' with Lesley Chiou. *Information Economics and Policy*, Vol. 25 No. 2, June 2013, pp. 61-69
 19. 'Days on Market and Home Sales' with Juanjuan Zhang and Ting Zhu. *RAND Journal of Economics*, Vol. 44 No. 2, Summer 2013, pp. 337-360,
 20. 'When Does Retargeting Work? Timing Information Specificity' with Anja Lambrecht. *Journal of Marketing Research (Lead Article)* Vol. 50 No. 5, October 2013, pp. 561-576
 - Paul E. Green Award for the 'Best article in the Journal of Marketing Research that demonstrates the greatest potential to contribute significantly to the practice of marketing research.'
 - William O'Dell Award. This award honors the JMR article published in 2013 that has made the most significant, long-term contribution to marketing theory, methodology, and practice
 21. 'Health Information Exchange, System Size and Information Silos' with Amalia Miller. *Journal of Health Economics*, Vol. 33 No. 2, January 2014: pp. 28-42

22. 'Electronic Discovery and the Adoption of Information Technology' with Amalia Miller. *Journal of Law, Economics, & Organization (Lead Article)*, Vol. 30. No. 2, May 2014, pp. 217-243
23. 'Social Networks, Personalized Advertising, and Privacy Controls.', *Journal of Marketing Research*, Vol. 51 No. 5, October 2014, pp. 546-562.
 - Citation of Excellence Award Emerald Publishing
 - Nominated for William O'Dell Award (2019)
24. 'Trademarks, Triggers, and Online Search' with Stefan Bechtold. *Journal of Empirical Legal Studies*, Vol. 11 No. 4, December 2014
25. 'The Reach and Persuasiveness of Viral Video Ads' *Marketing Science*, Vol. 34 No. 2, 2015, pp. 281-296
26. 'Privacy Regulation and Market Structure' with James Campbell and Avi Goldfarb. *Journal of Economics & Management Strategy*, Vol 24, No. 1, Spring 2015, pp. 47-73
27. 'Standardization and the Effectiveness of Online Advertising' with Avi Goldfarb. *Management Science*, Vol. 61 No. 11, 2015, pp. 2707-2719
28. 'Harbingers of Failure' with Eric Anderson, Song Lin and Duncan Simester. *Journal of Marketing Research (Lead Article)*, Vol. 52 No. 5, Oct 2015, pp. 580-592
 - William O'Dell Award. This award honors the JMR article published in 2015 that has made the most significant, long-term contribution to marketing theory, methodology, and practice
29. 'The Effect of Patent Litigation and Patent Assertion Entities on Entrepreneurial Activity' with Stephen Kiebzaka. and Greg Rafert. *Research Policy*, Vol. 45 No. 1, February 2016, pp. 218-231
30. 'When early adopters don't adopt' with Christian Catalini. *Science*, Vol. 357, Issue 6347, 2017 pp. 135-136
31. 'Network Stability, Network Externalities, and Technology Adoption' in *Advances in Strategic Management*, Vol. 37, 2017, pp.151 - 175
32. 'Digital Content Aggregation Platforms: The Case of the News Media.' with Lesley Chiou - *Journal of Economics & Management Strategy*, Vol. 26 No. 4, 2017, pp. 782-805

33. 'Should You Target Early Trend Propagators? Evidence from Twitter' with Anja Lambrecht and Caroline Wiertz (Lead Article). *Marketing Science*, Vol. 37 No. 2, 2018, pp. 177-199
34. 'Privacy Protection, Personalized Medicine and Genetic Testing' with Amalia Miller. *Management Science*, Vol. 64 No. 10, 2018, pp. 4648-4668.
35. 'Digital Economics' with Avi Goldfarb, *Journal of Economic Literature*, Vol. 57 No. 1, 2019, pp. 3-43
36. Collusion by Algorithm: Does Better Demand Prediction Facilitate Coordination Between Sellers? with Jeanine Miklós-Thal *Management Science*, Vol. 65 No. 4, 2019, pp. 1552-1561
37. 'Algorithmic Bias? An Empirical Study into Apparent Gender-Based Discrimination in the Display of STEM Career Ads ' with Anja Lambrecht. *Management Science* 2019, Vol 65, No 7, pp. 2966-2981
 - TechSIG-Lazaridis Prize for Best Paper in Innovation, Technology and Interactivity for 2019
38. 'How Effective Is Black-Box Digital Consumer Profiling And Audience Delivery?: Evidence from Field Studies' with Nico Neumann and Tim Whitfield. *Marketing Science*, Dec, 2019, Vol 38, No 6, pp. 918-926 (Lead Article)
39. The Surprising Breadth of 'Harbingers of Failure' with Duncan Simester and Clair Yang. *Journal of Marketing Research* 2019, Vol 56, No. 6, pp 1034-1049
40. 'Consumer privacy and the future of data-based innovation and marketing.' with Alexander Bleier and Avi Goldfarb. *International Journal of Research in Marketing* Volume 37, Issue 3, September 2020, Pages 466-480
41. 'Informational Challenges in Omnichannel Marketing: Remedies and Future Research' with Tony Cui, Anindya Ghose, Hanna Halaburda, Raghuram Iyengar, Koen Powels, S. Siriam, and Sriraman Vankatarman. *Journal of Marketing* 2021, Vol. 85(1) 103-120
42. 'Product Quality and Performance in the Internet Age: Evidence from Creationist Friendly Curriculum' with Ananya Sen. Forthcoming at *Journal of Marketing Research*
43. 'How Do Restrictions on Advertising Affect Consumer Search?' with Lesley Chiou. Forthcoming *Management Science*

CHAPTERS IN EDITED VOLUMES AND SUMMARY PIECES

44. 'Modeling Social Interactions: Identification, Empirical Methods and Policy Implications' with Wes Hartmann, Puneet Manchanda, Harikesh Nair, Matt Bothner, Peter Dodds, David Godes and Karthik Hosanagar, *Marketing Letters*, Vol. 19 No. 3, December 2008, pp. 287-304
45. 'Search Engine Advertising - Examining a profitable side of the long tail of advertising that is not possible under the traditional broadcast advertising model' with Avi Goldfarb, *Communications of the ACM*, Vol. 51 No. 11, November 2008, pp. 22-24
46. 'Online Advertising', with Avi Goldfarb, *Advances in Computers*, Vol. 81, March 2011, Marvin Zelkowitz (Ed), Elsevier
47. 'Substitution between Online and Offline Advertising Markets', with Avi Goldfarb, *Journal of Competition Law and Economics*, Vol. 7 No. 1, March 2011, pp. 37-44
48. 'Online Advertising, Behavioral Targeting, and Privacy', with Avi Goldfarb, *Communications of the ACM*, Vol. 54 No. 5, May 2011, 25-27
49. 'Privacy and Innovation', *Innovation Policy and the Economy*, Vol. 11, 2012, Josh Lerner and Scott Stern (Eds), NBER
50. 'The Economics of Advertising and Privacy', *International Journal of Industrial Organization*, Vol. 30 No. 3, May 2012, pp. 326-329
51. 'Empirical Research on the Economic Effects of Privacy Regulation'. *Journal on Telecommunications and High Technology Law*, Vol. 10 No. 2, Summer 2012, pp. 265-272
52. 'Social Networks, Advertising and Antitrust', with Alex Marthews, *George Mason Law Review*, 2012, Vol 19 No 5., pp. 1211-1227.
53. 'Why Managing Customer Privacy Can Be an Opportunity' with Avi Goldfarb, *Spring 2013, Sloan Management Review*
54. 'The Implications of Improved Attribution and Measurability for Antitrust and Privacy in Online Advertising Markets', *George Mason Law Review*, Vol. 2 No. 2, pp. 1025-1054 (2013).
55. 'Patent Trolls and Technology Diffusion' Chapter in NBER book 'Standards, Patents and Innovations' (2014), Timothy Simcoe, Ajay K. Agrawal, and Stuart Graham

56. 'Privacy and the Internet' Chapter 11, *Handbook of Media Economics*, 2016, Edited by Simon Anderson and Joel Waldfogel
57. Frontiers of Health Policy: Digital Data and Personalized Medicine, *Innovation Policy and the Economy*, Vol. 15, 2016, Josh Lerner and Scott Stern (Eds), NBER
58. 'Impacts of Surveillance on Behavior' with Alex Marthews, in Gray, David C. and Henderson, Stephen (Editors), *The Cambridge Handbook of Surveillance Law* (2017).
59. 'On Storks and Babies: Correlation. Causality and Field Experiments, ' with Anja Lambrecht, *GfK Marketing Intelligence Review*, Vol 8. No 2. 2016
60. 'Field Experiments in Marketing,' with Anja Lambrecht, *Handbook of Marketing Analytics*, Edited by Natalie Mizik and Dominique Hanssens, Edward Elgar Publishing, (2018)
61. 'Can Big Data Protect a Firm from Competition?', *CPI Chronicle*, January, 2017 with Anja Lambrecht
62. Network Effects and Market Power: What Have We Learned in the Last Decade? *Antitrust* Vol. 32 No 2., Spring 2018
63. 'Inequality, Privacy and Digital Market Design', with Avi Goldfarb, Chapter in *Fair by Design* edited by Scott Kominers and Alex Teytelboym, 2017, Oxford University Press
64. 'Digital Data, Platforms and the Usual [Antitrust] Suspects: Network Effects, Switching Costs, Essential Facility' *Review of Industrial Organization* Volume 54, pp 683–694 (2019)
65. 'Antitrust and Costless Verification: An optimistic and a pessimistic view of the implications of blockchain technology' with Christian Catalini, *Antitrust Law Journal* - Volume 82 Issue 3, 2019
66. Online Advertising and Antitrust: Network Effects, Switching Costs and Data as an Essential Facility. April 2019, '*Competition Policy International*'
67. Blockchain and Identity Persistence, with Alex Marthews, Chapter in *Cryptoassets: Legal, Regulatory, and Monetary Perspective*, edited by Chris Brummer, Oxford University Press, 2019.
68. 'Digital Marketing,' with Avi Goldfarb, in the *Handbook of the Economics of Marketing*, Volume 1, edited by JP-Dube and Peter Rossi, pp. 259-290, Elsevier
69. 'Privacy Policy and Competition', with Alex Marthews. *Brookings Papers*

70. Digital Infrastructure: Does the ‘Coring’ of Digital Platforms make them part of Digital Infrastructure?." (2020) in ‘Economic Analysis and Infrastructure Investment’ edited by Edward L. Glaeser and James M. Poterba, University of Chicago Press
 71. Competition in the Digital Advertising Market, The Global Antitrust Report on the Digital Economy
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BOOKS EDITED

72. The Evolution of Antitrust in the Digital Era: Essays on Competition Policy, with David Evans and Alan Fels Ao. November 9, 2020
 73. Blockchain: The Insights You Need from Harvard Business Review (HBR Insights Series), 2019
 74. Economic Analysis of the Digital Economy, University of Chicago Press, 2015, with Avi Goldfarb and Shane Greenstein
 75. The Economics of Digitization, Edward Elgar Publishing, 2013., with Avi Goldfarb and Shane Greenstein
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POLICY WRITING

76. OECD Roundtable on Privacy, Report on the ‘Economic Value of Online Information’, December 2010
 77. Written Congressional Testimony on ‘Internet Privacy: The Impact and Burden of European Regulation,’ U.S. House Energy and Commerce Committee, September 2011
 78. Written Congressional Testimony on ‘Algorithms: How Companies’ Decisions About Data and Content Impact Consumers,’ U.S. House Energy and Commerce Committee, November 2017
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PAPERS UNDER REVIEW

79. ‘Social Advertising: How Advertising that Explicitly Promotes Social Influence Can Backfire’. Revise and resubmit at *Management Science*

80. 'Patent Trolls and Technology Diffusion: The Case of Medical Imaging' Revise and resubmit at *RAND Journal of Economics*
81. 'Third-Party Certification: The Case of Medical Devices' with Cristina Nistor Revise and resubmit at *Management Science*
82. 'Guns, Privacy and Crime' with Alessandro Acquisti Revise and resubmit at *Information Systems Research*
83. 'Does IT Lead to More Equal or More Unequal Treatment? An Empirical Study of the Effect of Smartphone Use on Social Inequality in Employee-Customer interactions' with Shuyi Yu. Revise and resubmit at *Journal of Marketing Research*
84. 'The Digital Privacy Paradox: Small Money, Small Costs, Small Talk' with Susan Athey and Christian Catalini, Revise and resubmit at *Journal of Marketing Research*
85. 'Tensile Promotions in Displays Advertising' with Anja Lambrecht Revise and resubmit at *Quantitative Marketing and Economics*
86. 'A New Method of Measuring Online Media Advertising Effectiveness: Prospective Meta-Analysis in Marketing' with Gui Liberali, Glen L. Urban, Benedict G. Dellaert, Yakov C. Bart, and S. Stremersch.
87. 'Apparent Algorithmic Discrimination and Real-Time Algorithmic Learning with Anja Lambrecht
88. 'Personalizing mental fit for online shopping applications - How the success of recommendations depends on mental categorization and mental budgeting' with Oliver Emrich and Thomas Rudolph.
89. 'Government Surveillance and Internet Search Behavior' with Alex Marthews
90. 'TV Advertising and Online Sales: The Role of Inter-Temporal Substitution' with Anja Lambrecht and Xu Zhang
91. 'Social Distancing and School Closures: Documenting Disparity in Internet Access among School Children' with Ananya Sen
92. 'Asymmetric Consequences of Cyber-Vulnerability on Health Services' with Yiting Deng and Anja Lambrecht
93. 'Tradeoffs in Automated Political Advertising Regulation: Evidence from the COVID-19 Pandemic' with Grazia Cecere, Clara Jean, and Vincent Lefrere

94. 'Social Distancing, Internet Access and Inequality' with Leslie Chiou
 95. 'Conducting Research with Quasi-Experiments: A Guide for Marketers' with Avi Goldfarb and Yanwen Wang,
 96. Data Deserts and Black Boxes: The Impact of Socio-Economic Status on Consumer Profiling with Nico Neumann
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WORK IN PROGRESS

Manuscripts

97. Health IT and Ambulatory Care Quality with Carole R. Gresenz, Scott Laughery, and Amalia R. Miller
98. 'Testimonial Advertising on Social Networks to Existing Customers and New Customers' with Shuyi Yu *Data Analysis*
99. 'Data Privacy and Children: An Empirical Study of Mobile Applications' with Grazia Cecere, Fabrice Le Guel, Vincent Lefrere, and Pai-Ling Yin
100. 'Big Bad Data: The Case of For-Profit College Advertising' with Avinash Gannamaneni and Avi Goldfarb
101. 'Selection and Inequality in Big Data' with Amalia Miller
102. 'Spillovers from Product Failure' with Amalia Miller
103. 'Rules For a Nascent Domain: Technological Innovation and Regulatory Uncertainty' with Christian Catalini
104. 'The Shifters and Virality of Hate Speech Online' with Uttara Ananthakrishnan
105. 'Privacy, Surveillance and Antitrust' with Alex Marthews

Data Collection

106. 'Mergers and Big Data: Evidence from Healthcare' with Amalia Miller
107. 'Privacy Regulation and Education IT' with Amalia Miller and Avi Goldfarb
108. 'The Lack of Appeal of Cross-Partisan Appeals: Evidence from an Experiment on Facebook' with Christina Tucker

109. 'The Resilience of Franchise Business Models: Evidence from the Pandemic' with Avi Goldfarb, Verina Que and Shuyi Yu
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INVITED SEMINARS

Universities

1. May 2021, Safegraph Seminar
2. April 2021, Marketing Science Institute
3. April 2021, George Mason University, Law and Economics Seminar
4. March 2021, Marketing Group, University of Michigan
5. March 2021, BIDT, Bavarian Academy of Sciences and Humanities
6. February 2021, University of Virginia, Law and Economics Seminar
7. January 2021, Marketing Group, Carnegie Mellon University
8. December 2020, Boston University, Boston Digital Leadership Forum
9. December 2020, Toulouse University, France
10. November 2020, Luohan Academy, Platform Economy and Market Dynamics, Virtual Seminar
11. November 2020, John Hopkins University
12. October 2020, Wharton, Marketing Group
13. October 2020, ITAM, Mexico City
14. September 2020, Econ, Stats and ML Team, Etsy
15. June 2020, CMU Seminar
16. April 2020, Virtual Digital Economy Seminar
17. March 2020, IS group, University of Minnesota
18. February 2020, Georgia Institute of Technology, GA
19. December 2019, HBS Field Experiments Seminar, Cambridge, MA
20. November 2019, Bank of Canada, Ottawa
21. May 2019, Joint-Economics Seminar, Autonomous University of Barcelona) and the IAE (Institute for Economic Analysis)
22. March 2019, LMU Center for Advanced Management Studies in Munich
23. February 2019, Berlin Applied Micro Seminar
24. January 2019, Marketing Group, University of Bologna
25. January 2019, Marketing Group, University College, London
26. January 2019, Marketing Group, London Business School
27. November 2018, Marketing Group, HEC Paris, France
28. November 2018, Management Group, Cass Business School, City University of London, UK
29. November 2018, Marketing Group, SOAS University of London
30. November 2018, All Souls College, Oxford
31. November 2018, Economics Group, Paris Telecom
32. October 2018, Marketing Group, University of Amsterdam, Netherlands
33. October 2018, Marketing Group, King's Business School, King's College, London
34. September 2018, Marketing Group, University of Frankfurt, Germany

35. June 2018, Harbin Institute of Technology, China
36. February 2018, IS/OM Group, New York University, NY
37. November 2017, Marketing Group, Rochester University, NY
38. October 2017, Marketing Group, Maryland University, MD
39. May 2017, Marketing Group, Old Dominion University
40. April 2017, Marketing Group, University of Southern California
41. March 2017, Marketing Group, Arison School of Business, IDC, Israel
42. January 2017, Distinguished Speakers Series, McGill University, Canada
43. September 2016, Technology Group, Harvard Business School, MA
44. August 2016, Southern Jiatong University, Sichuan, China
45. May 2016, Chapman University, Marketing Group
46. April 2016, Carnegie Mellon University, Public Policy Group
47. April 2016, Harvard Business School, Entrepreneurial Management Group
48. March 2016, INSEAD, Marketing Group
49. March 2016, University of Paris-Sud, Privacy Research Group
50. March 2016, Vienna University of Economics and Business, Marketing Group
51. September 2015 University of Maryland, IS Group
52. June 2015, Marketing Group, University of Cambridge, UK
53. May 2015, Marketing Group, University of Texas at Dallas, TX
54. March 2015, Health Policy Group, Georgia State University, GA
55. March 2015, Marketing Group, University of Colorado, CO
56. February 2015, Strategy Group, University of North Carolina, NC
57. January 2015, Marketing Group, Emory University, GA
58. December 2014, OPIM, Wharton School of Management, PA
59. October 2014, Economics Department, Yale University, CT
60. September 2014, Marketing Group, Boston University, MA
61. March 2014, Technology Group, University of California at Berkeley, CA
62. January 2014, Marketing Department at Texas A&M
63. November 2013, Marketing Group, University of California at Berkeley, CA
64. October 2013, Marketing Group, Tulane University, LA
65. October 2013, Marketing Group, University of Houston, TX
66. May 2013, Tuck School of Management, Dartmouth University, NH
67. March 2013, Economics Department, University of Toulouse
68. March 2013, Marketing Group, Rotterdam University
69. March 2013, Economics Department, University of Zurich
70. March 2013, Marketing group, Georgia Tech
71. January 2013, Anderson School, UCLA
72. January 2013, Marketing Group, CMU
73. October 2012, Marketing Group, Stanford University
74. October 2012, Marketing Group, Columbia University
75. October 2012, Marketing Group, University of Texas at Austin
76. September 2012, Marketing Group, Harvard Business School
77. June 2012, Strategy Group, London Business School
78. March 2012, Marketing Group, Cornell
79. February 2012, IS Group, Indian School of Business

80. February 2012, Marketing Group, Wharton
81. January 2012, Marketing Group, UCLA
82. November 2011, Marketing Group, University of Rochester
83. October 2011, Marketing Group, University of Zurich
84. October 2011, Department of Law and Economics, Swiss Federal Institute of Technology, Zurich
85. May 2011, Marketing Group, National University of Singapore
86. May 2011, IS Group, National University of Singapore
87. May 2011, Strategy Group, LMU Munich
88. May 2011, Marketing Group, New York University
89. March 2011, Marketing Group, Florida University
90. February 2011, IS Group, New York University
91. November 2010, European School of Management and Technology
92. October 2010, Marketing Group, Yale University
93. October 2010, Networked Business Group, Harvard Business School
94. September 2010, TIES Group, MIT Sloan
95. July 2010, Department of Economics, University of Mannheim
96. March 2010, Marketing Group, Wharton School, University of Pennsylvania
97. January 2010, Marketing Group, University of Michigan
98. November 2009, Marketing Group, University of California at Berkeley
99. October 2009, Digital Business Seminar, MIT Sloan
100. December 2008, Marketing Group, MIT Sloan
101. November 2008, Marketing Group, Rady School of Business, UCSD
102. September 2008, Strategy Group, MIT Sloan
103. May 2008, Digital Strategy Group, Tuck School of Business, Dartmouth University
104. April 2008, Kellogg Management and Strategy Group, Northwestern University
105. March 2008, Marketing Group, Duke University
106. March 2008, Strategy Group, Chicago GSB
107. July 2007, Marketing Group, London Business School, London, UK
108. April 2007, Marketing Group, Chicago GSB
109. March 2007, Marketing Group, Rotman School, University of Toronto
110. November 2005, Economics Department, Harvard University
111. October 2004-February 2005 (Job Market): NYU Stern, University of Michigan, University of Arizona, University of British Columbia, Federal Reserve Board, Federal Reserve Bank of New York, Harvard Business School, Kellogg, MIT Sloan, Federal Reserve Bank of Chicago, Stanford Economics Department

Other

112. April 2021, American Enterprise Institute
113. June 2020, EE Times- Privacy and Security during Covid-19
114. May 2020, The Digital Economy & The Coronavirus, Bertelsmann Foundation Seminar
115. April 2020, Technology Policy Institute
116. October 2018, Digital Competition Expert Panel, HM Treasury, UK
117. October 2018, Competition and Markets Authority, UK
118. January 2018, IMF

119. December 2017, Technology Policy Institute
120. October 2016, Federal Communications Commission
121. April 2015, Federal Communications Commission
122. November 2014, Office of Research at the Consumer Financial Protection Bureau
123. April 2014, Big Data Working Group, The White House.
124. February 2014, Main Street Patent Coalition, Panel hosted at the Senate by Senator Orrin Hatch
125. July 2013, Federal Communications Commission
126. August 2012, DG Competition, European Commission, Brussels
127. August 2012, Technology Policy Institute Conference, Aspen
128. December 2011, Havas Digital, New York
129. June 2011, Eneca
130. September 2010, Federal Trade Commission
131. September 2010, Google European Public Policy Unit, Paris
132. July 2009, Information Technology and Innovation Foundation, Washington DC

PRESENTATIONS OF RESEARCH AT CONFERENCES

1. International Finance Corporation, World Bank
2. May 2021, G20 Framework Working Group Seminar on Data Access and Availability
3. May 2021, IBRAC (Brazil)
4. March 2021, Digital Economics Seminar, Digital Tutorial
5. December 2020, Digital Economics Research Network Conference
6. December 2020, Conference on Artificial Intelligence, Machine Learning, and Business Analytics
7. December 2020, Health Systems Innovation Advisory Board Meeting
8. November 2020, 2nd Luohan Academy Frontier Dialogue - Platform Economy and Market Dynamics
9. October 2020, Policy Toolkit for a Better Europe, European Commission
10. September 2020, ICN Annual conference
11. June 2020, Marketing Science
12. June 2020, International Competition Network, ‘ Competition law enforcement at the intersection of Competition, Consumer Protection, and Privacy’
13. November 2019, ABA Fall Forum: The Tech Summit, Washington DC.
14. November 2019, Annual Challenges to Antitrust in a Changing Economy, Harvard Law School
15. October 2019, World Bank Platforms Summit, Washington DC.
16. September 2019, Economics of AI Doctoral Consortium, Toronto
17. July 2019, Quantitative Marketing and Structural Econometrics Workshop, Northwestern University
18. June 2019, Marketing Science, Rome
19. June 2019, Keynote Speaker, ZEW Conference on the Economics of Information and Communication Technologies, Mannheim

20. June 2019 Keynote Speaker, Munich Summer Institute, Munich
21. May 2019, Keynote Speaker, 3rd Doctoral Workshop on the Economics of Digitization, Brussels
22. November 2019, FTC Hearings on Big Data, Privacy, and Competition
23. October 2019, FTC Hearings on Platform Economics, George Mason University
24. June 2018, Antitrust and Big Data, Penn Wharton China Center Conference, Beijing
25. June 2018, Marketing Science
26. May 2018, Boston College Digital Innovation Workshop
27. December 2017, Mobile Marketing and Big Data Conference, NYU
28. September 2017, NBER Economics of AI Conference
29. July 2017, BU Platforms Conference
30. July 2017, NBER Digitization Meetings
31. June 2017, Marketing Science
32. June 2017, Regulation of Algorithms, Berlin
33. May 2017, Boston College Digital Innovation Workshop
34. November 2016, ICANN Public Meetings
35. October 2016, Conference on Digital Experimentation, Cambridge, MA
36. September 2016, FTC Consumer Protection Conference, Washington, DC
37. September 2016, George Washington roundtable on Platforms, Washington DC
38. May 2016, Competing with Big Data, Brugel, Brussels, Belgium
39. April 2016, NBER Innovation and Policy, Washington DC
40. April 2016, Financial Services Roundtable, NYC
41. March 2016, Digitization Tutorial, NBER
42. January 2016, PrivacyCon, FTC Conference, Washington, DC
43. July 2015, NBER Law and Economics (co-author presented), Cambridge, MA
44. July 2015, NBER Economics of Digitization, Cambridge, MA
45. June 2015, 'The Future of Research in the Digital Society', French Ministry of Culture and Communication - Toulouse School of Economics, Paris, France
46. June 2015, Marketing Science, Baltimore, MD
47. June 2015, Doctoral Consortium, Baltimore, MD
48. March 2015, IP Leadership Conference, Washington, DC
49. February 2015, Patents in Theory and Practice, Washington, DC
50. June 2014, Marketing Science, Atlanta, GA
51. May 2014, Boston College Social Media Workshop, Boston, MA
52. January 2014, American Economic Association Meetings
53. July 2013, Marketing Science, Istanbul, Turkey
54. June 2013, Searle Center Conference on Internet Search and Innovation, Chicago, IL
55. April 2013, Brown University Mini-Networks Conference
56. February 2013, WSDM 2013 Conference (Keynote Speaker), Rome, Italy
57. January 2013, American Economic Association Meetings, San Diego, CA (Co-author presented)
58. December 2012, New York Computer Science and Economics Day
59. November 2012, Search and Competition Conference, Melbourne Australia
60. October 2012, Economics of Personal Data, (Keynote Speaker), Amsterdam
61. August 2012, Amsterdam Symposium on Behavioral and Experimental Economics

62. July 2012, Fudan University Marketing Research Symposium, China
63. June 2012, Searle Center Conference on Internet Search and Innovation, Chicago, IL
64. June 2012, Innovation, Intellectual Property and Competition Policy Conference, Tilburg, Netherlands
65. June 2012, Marketing Science, Boston, MA
66. June 2012, Social Media and Business Transformation, Baltimore, MD
67. May 2012, The Law and Economics of Search Engines and Online Advertising, George Mason University, Arlington, VA
68. February 2012, NBER Economics of Digitization (co-author presented), Cambridge, MA
69. January 2012, Symposium on Antitrust and High-Tech Industries, George Mason University, VA
70. January 2012, Patents, Standards and Innovation, Tucson, AZ
71. January 2012, Econometric Society Meetings, Chicago, IL
72. January 2012, AEA Meetings (2 papers), Chicago, IL
73. December 2011, Economics of Privacy Workshop, Boulder, CO
74. November 2011, Economics and Computation Day, Cambridge, MA
75. November 2011, HBS Strategy Research Conference, Boston, MA
76. November 2011, The Law and Economics of Internet Search and Online Advertising Roundtable, George Mason University, Arlington, VA
77. November 2011, Patents Statistics for Decision Makers, Alexandria, VA
78. October 2011, Workshop on Health IT and Economics, Washington, DC
79. October 2011, Innovation, Organizations and Society, University of Chicago, IL
80. October 2011, Direct Marketing Research Summit, Boston, MA
81. September 2011, Invited Session 'Economics and Marketing', EARIE, Stockholm, Sweden.
82. July 2011, NBER Economics of Digitization, Cambridge, MA
83. July 2011, SICS, Berkeley, CA
84. June 2011, The Law and Economics of Search Engines and Online Advertising, George Mason University, Arlington, VA
85. June 2011, Workshop on the Economics on Information Security, Washington, DC
86. June 2011, Marketing Science (3 papers), Houston, TX
87. June 2011, Searle Center Conference on Internet Search and Innovation, Chicago, IL
88. May 2011, Boston College Social Media Workshop, Boston, MA
89. May 2011, Technology Pricing Forum, Boston, MA
90. April 2011, NBER Innovation Policy and the Economy, Washington, DC
91. April 2011, International Industrial Organization Conference (3 papers), Boston, MA
92. March 2011, Technology Policy Institute, Washington, DC
93. February 2011, NBER Economics of Digitization (co-author presented), Palo Alto, CA
94. January 2011, Sixth bi-annual Conference on The Economics of Intellectual Property, Software and the Internet (2 papers, plenary speaker), Toulouse, France
95. January 2011, MSI Young Scholars Conference, Park City, UT
96. December 2010, Workshop on Information Systems and Economics, Washington University of St. Louis (co-author presented), St. Louis, MO
97. December 2010, OECD Economics of Privacy Roundtable, Paris, France
98. November 2010, Net Institute Conference, New York, NY
99. October 2010, Workshop on Media Economics and Public Policy (co-author presented),

New York, NY

100. October 2010, Workshop on Health IT and Economics, Washington, DC
101. September 2010, ITIF and CAGW Privacy Working Group Meetings, Washington, DC
102. September 2010, Medical Malpractice Conference, Mohegan, CT
103. September 2010, Search and Web Advertising Strategies and Their Impacts on Consumer Workshop, Paris, France
104. July 2010, NBER Meetings (IT), Cambridge, MA
105. July 2010, NBER Meetings (Healthcare and IT), Cambridge, MA
106. July 2010, SICS, Berkeley, CA
107. July 2010, Keynote Speaker, 8th ZEW Conference on the Economics of Information and Communication Technologies, Mannheim, Germany
108. June 2010, American Society of Health Economists Conference, Cornell, NY
109. June 2010, Marketing Science (2 papers), Koeln, Germany
110. June 2010, Workshop on the Economics of Information Security (2 papers), Harvard, MA
111. January 2010, AEA Meetings, Atlanta, GA
112. December 2009, Workshop on Information Systems and Economics, Scottsdale, AZ
113. November 2009, WPP/Google Marketing Awards, Cambridge, MA
114. July 2009, NBER meetings (IT), Cambridge, MA
115. June 2009, IHIF Debate on Privacy, Washington, DC
116. June 2009, Marketing Science, Ann Arbor, MI
117. April 2009, International Industrial Organization Conference, Boston, MA
118. January 2009, Information Security Best Practices Conference, Philadelphia, PA
119. January 2009, Modeling Social Network Data Conference, Philadelphia, PA
120. July 2008, NBER Meetings (Productivity), Cambridge, MA
121. July 2008, SICS, Berkeley, CA
122. July 2008, Fourth Workshop on Ad Auctions, Chicago, MA
123. June 2008, Marketing Science, Vancouver, BC
124. May 2008, International Industrial Organization Conference, Richmond, VA
125. April 2008, Net Institute Conference, New York, NY
126. November 2007, NBER Health Meetings (Co-author presented), Boston, MA
127. July 2007, SICS, Berkeley, CA
128. June 2007, Workshop on the Economics of Information Security, Pittsburgh
129. June 2007, Choice Symposium, Philadelphia, PA
130. May 2007, eCommerce Research Symposium, Stamford, CT
131. April 2007, Net Institute Conference, New York, NY
132. April 2007, International Industrial Organization Conference, Savannah, GA
133. March 2007, Health Economics Conference, Tucson, AZ
134. February 2007, NBER Winter Meetings, Palo Alto, CA
135. January 2007, Economics of the Software and Internet Industries (2 Papers), Toulouse, France
136. October 2006, QME Conference, Stanford University, CA
137. June 2006, Marketing Science, Pittsburgh, PA
138. April 2006, International Industrial Organization Conference, Boston, MA
139. October 2005, NEMC Conference, Boston, MA
140. October 2005, TPRC Conference, Washington, DC

141. June 2005, CRES Industrial Organization Conference, Washington University in St. Louis, MO
 142. July 2002, Payment Systems Conference, IDEI, Toulouse, France
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PROFESSIONAL SERVICE

- Director of the program on the Economics of Digitization at The National Bureau of Economic Research.
- Co-Director of the program on the Artificial Intelligence at The National Bureau of Economic Research.
- **Vice President (Education)**, ISMS 2019-2021
- **Associate Editor:** Management Science, Marketing Science, Journal of Marketing Research, International Journal of Research in Marketing
- **Associate Editor:** Information Systems Research, Special Issue on Social Media and Business Transformation
- **Departmental Editor:** Quantitative Marketing and Economics
- **Editor:** The Economics of the Internet, Palgrave Dictionary of Economics
- **Co-Editor:** NBER: The Economics of Digitization - An Agenda
- **Co-Editor:** Information Economics and Policy, Special Issue on Economics of Digital Media Markets
- **Editorial Review Board:** Journal of Marketing, ISR Special Issue on Managing Digital Vulnerabilities, Journal of Economic Literature

- **Conference Program Committees**
 - 2020 Co-organizer, NBER Conference on the Economics of Artificial Intelligence
 - 2020 Organizer, ISMS Doctoral Consortium
 - 2019 Co-organizer, NBER Conference on the Economics of Artificial Intelligence
 - 2019 Scientific Committee: ZEW Conference on the Economics of Information and Communication Technologies
 - 2019 Program Committee: Workshop on the Economics of Information Security
 - 2019 Scientific Committee: IP Statistics for Decision Makers
 - 2018 Co-organizer, NBER Conference on the Economics of Artificial Intelligence
 - 2017 Scientific Committee: IP Statistics for Decision Makers
 - 2017 Scientific Committee: ZEW Conference on the Economics of Information and Communication Technologies
 - 2017 Program Committee: Workshop on the Economics of Information Security
 - 2016 Program Committee: Workshop on the Economics of Information Security
 - 2016 Scientific Committee: ZEW Conference on the Economics of Information and Communication Technologies
 - 2015 Scientific Committee: Competition, Standardization and Innovation
 - 2015 Scientific Committee: Intellectual Property Statistics for Decision Makers
 - 2015 Associate Editor: ICIS 2015, Healthcare track
 - 2015 Scientific Committee: European Association for Research in Industrial Economics
 - 2015 Program Committee: ACM Conference on Economics and Computation

- 2015 Program Committee: Workshop on the Economics of Information Security
- 2015 Chief-Organizer: Quantitative Marketing and Economics Conference
- 2015 Scientific Committee: ZEW Conference on the Economics of Information and Communication Technologies
- 2014 Scientific Committee: European Association for Research in Industrial Economics
- 2014 Scientific Committee: Conference on the Economics of Information and Communication Technologies
- 2014 Program Committee: International Conference on Big Data and Analytics in Healthcare
- 2013 Program Committee: Quantitative Marketing and Economics
- 2013 Scientific Committee: European Association for Research in Industrial Economics Conference
- 2013 Scientific Committee: Conference on the Economics of Information and Communication Technologies
- 2013 Program Committee: Workshop on the Economics of Information Security
- 2013 Associate Editor of Personal Data Markets Track: ECIS 2013
- 2012 Program Committee: European Association for Research in Industrial Economics Conference
- 2012 Program Committee (Conference Organizer) NBER: The Economics of Digitization Pre-Conference, June 2012
- 2012 Scientific Committee: Conference on the Economics of Information and Communication Technologies
- 2012 Senior Program Committee: 13th ACM Conference on Electronic Commerce
- 2012 Program Committee: Workshop on the Economics of Information Security
- 2011 Scientific Committee: European Association for Research in Industrial Economics Conference
- 2011 Scientific Committee: Conference on the Economics of Information and Communication Technologies
- 2011 Program Committee: Ad Auctions Workshop
- 2011 Program Committee: Workshop on the Economics of Information Security
- 2010 Program Committee: Workshop on IT and Economic Growth
- 2010 Program Committee: Conference on Health IT and Economics
- 2010 Program Committee: Workshop on the Economics of Information Security
- 2009 Program Committee: Workshop on the Economics of Information Security
- 2008 Program Committee: Workshop on the Economics of Information Security
- 2008 Program Committee: Ad Auctions Workshop

External Affiliations

- **Affiliate:** CESifo Research Network
- **Advisory Board:** Future of Privacy Forum

MIT SERVICE

- 2015- Faculty Chair, PhD program

- 2015- EMBA Committee
 - 2015- ASB Committee
 - 2014- MIT Sloan Gender Equity Committee
 - 2013-2014 Group Head, Marketing Group
 - 2013-2014 Chair, Marketing Faculty Search Committee
 - 2013-2014 MIT Committee on Undergraduate Admissions and Financial Aid
 - 2011 North East Marketing Conference Coordinator
 - 2011 MIT Sloan Marketing Conference, Panel Moderator
 - 2011 Sloan Women in Management Conference, Panel Moderator
 - 2005, 2008, 2012 Marketing Faculty Search Committee
-

ADVISING

- 2019: Shuyi Yu, PhD Thesis supervisor
 - 2016: Abhishek Nagaraj, PhD Thesis advisor
 - 2012: Cristina Nistor, PhD Thesis advisor
 - 2010: Katherine Molina, Masters Thesis
 - 2008: Dinesh Shenoy, Masters Thesis
 - 2007: James Kelm, Masters Thesis
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GRANTS AND SUPPORT

Academic Grants

2018	Sloan Foundation Grant (2018-2021), 'NBER Project on the Economics of Artificial Intelligence' - Grant supporting series of NBER Economics of AI Conferences. (Joint with Ajay Agrawal, Joshua Gans and Avi Goldfarb)	\$914,250
2017	Net Institute Grant (Joint with Anuj Kapoor)	\$3,000
2016	Net Institute Grant (Joint with Christian Catalini)	\$6,000
2013	MSI research Grant 4-1840 (Joint with Anja Lambrecht)	\$10,200
2011	Tilburg Law and Economics Center (TILEC) IIPC grant	\$21,000
2011	Google Grant	\$50,000
2011	Junior Faculty Research Assistance Program	\$30,000
2011	Net Institute Grant	\$6,000
2011	NBER Digitization Grant	\$20,000
2011	NSF CAREER Award	\$502,000
2010	Time-Warner Research Program on Digital Communications	\$20,000
2010	Net Institute Grant	\$6,000
2009	Net Institute Grant	\$6,000
2009	The James H. Ferry, Jr. Fund for Innovation in Research Education	\$50,000
2009	Google/WPP Grant (Joint with Avi Goldfarb)	\$55,000
2008	Net Institute Grant	\$15,000
2007	Net Institute Grant	\$8,000
2006	Net Institute Grant (Joint with Stephen Ryan)	\$8,000
<i>Industry Research Grants</i>		
2015	CCIA Research: Research into Sustainable Competitive Advantage and Big Data (Joint with Anja Lambrecht)	\$60,000
2015	E-Logic: Research into Vertical Mergers and Patent Litigation	\$60,000
2014	CCIA Research: Research into Patent Litigation and Entrepreneurship	\$100,000
2012	Google Australia: Research into Measurement and Attribution	\$50,000

EXPERT TESTIMONY

- I have provided expert testimony for ADT, Bausch Health, Context Logic, Facebook, Lyft, Microsoft, Plaintiffs in Blue Cross Blue Shield Antitrust Litigation, Revizer, RDIC, Samsung, Sound Exchange, Verizon (Yahoo and AOL), US Debtors (Nortel Bankruptcy Proceedings) and Walworth Investments.

TEACHING

- 15.818, Pricing (MBA Elective) 2006-
- 15.732, Marketing Management for Senior Executives 2012-
- 15.726, Pricing (EMBA Elective) 2012-
- 15.838, Doctoral Seminar, Spring 2006, Fall 2007, Fall 2013
- Marketing Management, Asian School of Business, 2016
- Guest Lecturer: HST.936: Health information systems to improve quality of care in resource-poor settings, 2014
- Executive Education: Blockchain Technologies: Business Innovation and Application, 2018-
- Executive Education: Marketing Innovation, 2016-
- Executive Education: Pricing 4dX, 2016-
- Executive Education: Strategic Marketing for the Technical Executive, 2012-2015
- Executive Education: Systematic Innovation of Products, Processes, and Services, 2013-
- Executive Education: Platform Strategy: Building and Thriving in a Vibrant Ecosystem, 2014-
- Executive Education: Global Executive Academy (multi-language), 2013, 2014
- Executive Education: Entrepreneurship Development Program, 2012-
- Faculty Coach, Takeda Leadership Academy, 2016-18