

# Glenn Ellison

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## EDUCATION

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

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

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

## EMPLOYMENT

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

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

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

## PROFESSIONAL ACTIVITIES AND AWARDS

Fellow, American Academy of Arts and Sciences, 2007 –

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

Editor, *Econometrica*, 2000 - 2003.

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

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

Member, Institute for Advanced Study, 2003 - 2004.

Fellow, Econometric Society, 2000 -

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

Alfred P. Sloan Research Fellowship, 1996 - 2000.

Principal Investigator, National Science Foundation Research Grant, 2006 - 2008. Title: "Peer Review and the Dissemination of Scientific Knowledge"

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

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

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

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

Sloan Foundation Doctoral Dissertation Fellowship, 1991 - 1992.

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

Wister Prize in Mathematics, 1987.

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

## PUBLISHED ARTICLES

"Is Peer Review in Decline," *Economic Inquiry*, forthcoming.

"What Causes Industry Agglomeration? Evidence from Coagglomeration Patterns," (with Edward Glaeser and William Kerr), *American Economic Review*, forthcoming.

"Internet Retail Demand: Taxes, Geography, and Online-Offline Competition," (with Sara Fisher Ellison), *American Economic Journal: Economic Policy*, forthcoming.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

"Risk Taking by Mutual Funds as a Response to Incentives," (with Judith Chevalier) *Journal of Political Economy* 105 (6), 1167-1200, 1997. Reprinted in Paul Joskow and Michael Waterson, ed. *Empirical Industrial Organization*. Edward Elgar, 2004.

"Geographic Concentration in U.S. Manufacturing Industries: A Dartboard Approach," (with Edward L. Glaeser) *Journal of Political Economy* 105 (5), 889-927, 1997. Reprinted in *Innovation, Evolution of Industry, and Economic Growth*. Edward Elgar, 355-393, 2000. Reprinted in John Cantwell, ed. *Globalization and the Location of Firms*. Edward Elgar, 2004. Reprinted in J. Vernon Henderson, ed. *New Economic Geography*. Edward Elgar, forthcoming. Reprinted in Miroslav N. Jovanovic, ed. *Economic Integration and Spatial Location of Firms and Industries*, Edward Elgar, 2008.

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

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

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

"Theories of Cartel Stability and the Joint Executive Committee," *RAND Journal of Economics* 25 (1), 37-57, 1994. Reprinted in Paul Joskow and Michael Waterson, ed. *Empirical Industrial Organization*. Edward Elgar, 2004. Reprinted in Stephen W. Salant and Margaret C. Levenstein, eds. *Cartels*. Edward Elgar, forthcoming.

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

"Learning, Local Interaction and Coordination," *Econometrica* 61 (5), 1047-1071, 1993. Reprinted in *Recent Developments in Game Theory*. Edward Elgar, 59-83, 1999

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

## WORKING PAPERS

"The Gender Gap in Secondary School Mathematics at High Achievement Levels: Evidence from the American Mathematics Competitions," (with Ashley Swanson), June 2009, 35 pp.

"A Search Cost Model of Obfuscation," (with Alexander Wolitzky), April 2009, 48 pp.

"A Theory of Rule Development," (with Richard Holden), March 2009, 37 pp.

"Position Auctions with Consumer Search," (with Susan Athey), June 2008, 49 pp.

"Strategic Entry Deterrence and the Behavior of Pharmaceutical Incumbents Prior to Patent Expiration," (with Sara Fisher Ellison), April 2007, 49 pp.

"Dynamics of Open Source Movements," (with Susan Athey), January 2006, 23 pp.

## OTHER PUBLICATIONS

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

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

## TEACHING

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

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

MIT GEA Teaching Award, 1999.

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

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

Roma Jakiwczyk (Harvard '96), Goldman Sachs

David Reiley ('96), University of Arizona and Yahoo!

Charlotte Wojcik ('96), Federal Trade Commission

Charles "Kip" King ('97), Harvard Business School

Harrison Hong ('97), Princeton University

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

Robert Marquez ('98), Maryland Smith School of Business

Jonathan Levin ('99), Stanford University

Davina Ling ('99), Medstat Group

Alan Sorensen ('99), Stanford Graduate School of Business

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

Markus Möbius ('00), Harvard University

Nathan Larson ('01), University of Virginia

Guy Dumais (Harvard '02)

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

Jonathan Reuter ('02) Boston College

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

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

Silke Januszewski ('03), University of California at San Diego

Kenichi Amaya ('03), Kobe University

Andrew Sweeting ('04), Duke University

Lesley Chiou ('05), Occidental College

Erich Muehlegger ('05), Harvard Kennedy School of Government

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

Antara Dutta ('06), Georgetown University

Joshua Fischman ('06), University of Virginia

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

Nathan Barczi ('07) Brattle Group

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

Joao Leao('08) ISCTE, Lisbon

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

Chia-Hui Chen ('09), Academia Sinica

Tom Chang ('09 expected), University of Southern California

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

6/30/2009