

Sara Fisher Ellison

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Personal

Born in Shelbyville, Indiana. Married with three children. Lives in Newton, Massachusetts.

Education

Ph.D., Massachusetts Institute of Technology, Economics, 1993; *A Nonparametric Residual-based Specification Test: Asymptotic, Finite-sample, and Computational Properties*; Primary fields: Industrial Organization, Econometrics/Statistics; Secondary fields: Microeconomic Theory, Finance, Political Economy.

Diploma of Advanced Study in Mathematical Statistics, Cambridge University, 1988.

B.S., Purdue University, Honors Mathematics and Honors Statistics, with Distinction, 1987.

Employment

Massachusetts Institute of Technology, Department of Economics, Senior Lecturer, 1999-present; Lecturer, 1997-1999; Visiting Assistant Professor 1995-1996. Courses: undergraduate statistics, undergraduate econometrics, undergraduate research and writing (developed course which is used as a model in other departments), graduate industrial organization, graduate statistics, graduate empirical methods. Ph.D. advising: Michael Noel, '02, Jeffrey Wilder, '02, Eric Moos, Edward Cho, '07. Selected administrative tasks: chair of the undergraduate program, undergraduate advisor, coordinator for student exchange program.

Massachusetts Institute of Technology, Sloan School of Management, Senior Lecturer, 1996-1997. Courses: MBA microeconomics, MBA econometrics.

National Bureau of Economic Research, Productivity Program, Research Economist, 1992-1994. Responsibilities: independent research, constructing and maintaining several data sets on the pharmaceutical industry.

Other jobs: MIT Economics and Purdue Statistics Departments, research assistant. Eli Lilly, night janitor. Benjamin Harrison Home, docent and researcher. Dairy Queen, cash register and ice cream side. North Central Summer Tennis Program, tot tennis teacher.

Awards, Fellowships, and Visiting Positions

Visiting Scholar at the Center for Economic Studies, Munich, 2007.

MIT School of Humanities, Arts, and Social Sciences Infinite Mile Award, 2006.

Richard B. Fisher Member at the Institute for Advanced Study, Princeton, NJ, 2003-2004.

MIT Economics Undergraduate Teaching Award, 2003.

National Science Foundation Grant, 2002-2005.

MIT Alumni Fund for Excellence and Innovation in Teaching Grant, 2001-2002.

Arch Shaw National Fellow at the Hoover Institution, Stanford, CA, 1999-2000.

National Science Foundation Graduate Fellowship, 1988-1991.

Churchill Scholar, Cambridge University, 1987-1988.

Purdue Commencement Speaker, 1987.

Outstanding Senior, Purdue School of Science, 1987.

Phi Beta Kappa, Phi Kappa Phi, 1986.

Professional Activities

Burchard Fellow, 2008-2009.

Fellow of CESifo, Munich, 2007-present.

Organizing Committee, International Industrial Organization Conference, 2003.

Program Committee, International Industrial Organization Conference, 2006, 2007.

Member of Purdue School of Science Dean's Leadership Council, 2003-2006.

Associate Editor for *International Journal of Industrial Organization*, 2005-present.

Associate Editor for *Journal of Industrial Economics*, 2002-present.

Associate Editor for *Review of Industrial Organization*, 2002-present.

Referee for several journals including *American Economic Review*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *National Science Foundation*, *Review of Economic Studies*, *Journal of Economic Literature*, *Economics Letters*, *RAND Journal of Economics*, *Journal of Law and Economics*, *Journal of Econometrics*, *Review of Economics and Statistics*, *Journal of Law Economics and Organization*, *Journal of Health Economics*, *Journal of Business and Economic Statistics*, *Journal of Economics and Management Strategy*.

Various conference and seminar presentations including MIT, Harvard, NBER, Boston University, Boston College, Tufts, Northeastern, Boston Federal Reserve Bank, Cornell, SUNY Stony Brook, Yale, Institute for Advanced Study, Bell Laboratories, University of Pennsylvania, FTC, University of Michigan, Purdue, University of Chicago, Northwestern, Iowa State University (named lecture), Berkeley, UCLA, Stanford, UC Santa Cruz, University of Toulouse, University of Helsinki, Tel Aviv University, LMU (Munich)(named lecture), Bocconi (Milan), ASSA meetings, Econometric Society meetings, NBER Summer Institute, NBER program meetings, IIOC.

Litigation consulting including expert testimony. Business consulting.

Academic Publications

“Countervailing Power in Wholesale Pharmaceuticals,” (with Christopher Snyder), forthcoming, *Journal of Industrial Economics*.

"Tax Sensitivity and Home State Preferences in Internet Purchasing," (with Glenn Ellison), *AEJPolicy*. 1(2): 53-71(19), 2009.

“Search, Obfuscation, and Price Elasticities on the Internet,” (with Glenn Ellison), *Econometrica*. 77(2): 427-452, 2009.

“Coordinating on Lower Prices: Pharmaceutical Pricing Under Political Pressure,” (with Catherine Wolfram), *RAND Journal of Economics*, 37(2), 2006.

“Lessons About Markets from the Internet,” (with Glenn Ellison), *Journal of Economic Perspectives*, 19(2), 2005.

“Gradual Incorporation of Information: Pharmaceutical Stocks and the Evolution of Healthcare Reform,” (with Wallace Mullin), *Journal of Law and Economics*, 44(1), 89-129, 2001.

“A Simple Framework for Nonparametric Specification Testing,” (with Glenn Ellison), *Journal of Econometrics*, 96(1), 1-23, 2000.

“The Economics of Antibiotics,” (with Judith Hellerstein) in Jack Triplett (ed) *Measuring the Prices of Medical Treatments*, Brookings Institution Press, 1999.

“Characteristics of Demand for Pharmaceutical Products: An Exploration of Four Cephalosporins,” (with Iain Cockburn, Zvi Griliches, and Jerry Hausman), *RAND Journal of Economics*, 28(3), 426-446, 1997.

“Economics and Politics: The Case of Sugar Tariff Reform,” (with Wallace Mullin), *Journal of Law and Economics*, 38(2), 335-366, 1995.

Other Publications

“The Pharmaceutical Industry,” *The New Palgrave Dictionary of Economics*, 2008.

“Alternative Academic Careers,” *CSWEP Newsletter*, 2006.

“The Future of E-Retail,” *Technology Insider*, 2000.

Review of “Pharmaceutical Economics and Policy,” by Schweitzer, *Journal of Economic Literature*, 36(3), 1521-1522, 1998.

Working Papers

“Strategic Entry Deterrence and the Behavior of Pharmaceutical Incumbents Prior to Patent Expiration,” (with Glenn Ellison), April 2007, revise and resubmit, *AEJMicro*.

“Diversity, Social Goods Provision, and Performance in the Firm,” (with Jeffrey Greenbaum and Wallace Mullin), August 2005.

“Gradual Incorporation of Information into Stock Prices: An Empirical Study of Informed Trading,” (with Wallace Mullin), October 2007, submitted.

“Pharmaceutical Prices and Politics,” (with Catherine Wolfram), January 2000.

“What Prices Can Tell us About the Market for Antibiotics,” July 1998.

Current Research

Used Books on the Internet.

Pricing with High Frequency Firm Interactions.

Last modified: September 2009.