

BARRY NALEBUFF
Curriculum Vitae

MAIL ADDRESSES

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PERSONAL

Born July 11, 1958, married, two children, USA citizen.

EDUCATION

S.B. Economics, Massachusetts Institute of Technology, 1980
S.B. Mathematics, Massachusetts Institute of Technology, 1980
M. Phil. Economics, Nuffield College, Oxford University, 1981
D. Phil. Economics, Nuffield College, Oxford University, 1982

DISSERTATION

"Prizes and Incentives," Supervisor: Professor James Mirrlees
Awarded George Webb-Medley Thesis Prize, 1981

HONORS AND AWARDS

Phi Beta Kappa, Massachusetts Institute of Technology, 1980
Rhodes Scholar, Massachusetts and Nuffield College, 1980--82
Junior Fellow, Society of Fellows, Harvard University, 1982--85
Bicentennial Preceptorship, Princeton University, 1988--89
Sloan Fellowship, 1989--91
Miegunyah Fellowship, University of Melbourne, 1998

ACADEMIC POSITIONS

Junior Fellow, Society of Fellows, Harvard University, 1982--85
Assistant Professor of Economics, Princeton University, 1985--89
Professor of Economics and Management, SOM, Yale University, 1989--1995
Milton Steinbach Professor of Management, SOM, Yale University, 1995--present

VISITING POSITIONS

Merrill Fellow, St. Catherine's College, Oxford University, Summer 1986
Visiting Assistant Professor of Political Science, Yale University, Fall 1987
Wesley Claire Mitchell Visiting Professor, Columbia University, Spring 1988.

EDITORIAL POSITIONS

World Politics, Associate Editor, 1987--89
Journal Economic Perspectives, Associate Editor, 1989--1996
Journal of Law, Economics, and Organization, Associate Editor, 1989--present
Journal of Conflict Resolution, Associate Editor, 1989--present

PUBLICATIONS (BOOKS)

Thinking Strategically: A Competitive Edge in Business, Politics, and Everyday Life, W.W. Norton: NY, 1991 (with Avinash Dixit). Translations in Chinese, German, Italian, Japanese, Korean, Portuguese, and Spanish.

Co-opetition, Currency/Doubleday: NY, 1996 (with Adam Brandenburger). Translations in Bahasa, Chinese, Dutch, French, German, Hebrew, Italian, Japanese, Korean, Portuguese, Spanish, Turkish, and Swedish.

Why Not?, Harvard Business School Press, 2003 (with Ian Ayres). Translations in Japanese, Korean.

PUBLICATIONS (ARTICLES)

"Information, Competition, and Markets," *American Economic Review*, 73 (2), May 1983, 278--283 (with Joseph Stiglitz).

"Prizes and Incentives: Towards a General Theory of Compensation and Competition," *Bell Journal of Economics*, 14 (1), Spring 1983, 21--43 (with Joseph Stiglitz).

"Some Aspects of Risk Sharing in Non-Classical Environments," *Social Insurance*, Lars Soderstrom (ed.) (North Holland) 1983, 1--19, (with Hal Varian).

"Dragon Slaying and Ballroom Dancing: The Private Supply of a Public Good," *Journal of Public Economics*, 25 (1984), 1--12, (with Christopher Bliss).

"Asymmetric Equilibria in the War of Attrition," *Journal of Theoretical Biology*, 113 (1985), 517--527, (with John Riley).

"Exit," *Rand Journal of Economics*, 16 (2), Summer 1985, 184--194, (with Pankaj Ghemawat).

"Pensions and the Retirement Decision," *Pensions, Labor, and Individual Choice*, David Wise (ed.) University of Chicago, 1985, 283--316, (with Richard Zeckhauser).

"Self-Selection and Testing," *Review of Economic Studies*, 54 (2), April 1987, 265--279, (with David Scharfstein).

"Brinkmanship and Nuclear Deterrence: The Neutrality of Escalation," *Conflict Management and Peace Science* 9 (2), Spring 1987, 19--30.

"Multi-Dimensional Product Differentiation and Price Competition," *Oxford Economic Papers*, 38 (Supplement) 129--146, (with Andrew Caplin). Reprinted in *Strategic Behaviour and Industrial Competition*, D. Morris (ed.) Oxford University Press, 1986.

"Credible Pre-Trial Negotiation," *Rand Journal of Economics*, 18 (2), Summer 1987, 198--210.

"On 64%-Majority Rule," *Econometrica*, 56, July 1988, 787--815, (with Andrew Caplin).

"Issues in the Appraisal of Energy Projects for Oil-Importing Developing Countries," *Oxford Economic Papers*, 39, 1987, 190--222, (with Sudhir Anand). Reprinted in *Prices, Quantities, and Expectations*, P.J.N. Sinclair (ed.), 1987 (Oxford University Press).

"Minimal Nuclear Deterrence," *Journal of Conflict Resolution*, 32, September 1988, 411--425.

- “The Devolution of Declining Industries,” *Quarterly Journal of Economics*, 105, February 1990, 167--186, (with Pankaj Ghemawat).
- “Excess Capacity, Efficiency, and Industrial Policy,” *Managing Excess Capacity*, C. Baden-Fuller (ed.) Basil Blackwell: London, 1990, 45--58, (with Pankaj Ghemawat).
- “The Commitment to Seniority in Self-Governing Groups,” *Journal of Law, Economics, and Organization*, 6 (special issue), 1990, 45--72, (with Kenneth Shepsle).
- “Aggregation and Social Choice: A Mean Voter Theorem,” *Econometrica*, 59, January 1991, 1--24, (with Andrew Caplin).
- “Aggregation and Imperfect Competition: On the Existence of Equilibrium,” *Econometrica*, 59, January 1991, 25--60, (with Andrew Caplin).
- “Rational Deterrence in an Imperfect World,” *World Politics*, 43 (2), April 1991, 313--335.
- “Making Strategies Credible,” *Strategic Reflections on Human Behavior*, R. Zeckhauser (ed.), MIT Press, 1991, 161--184 (with A. Dixit).
- “Conservatism and Auditor-Client Negotiations,” *Journal of Accounting Research*, 29 (Supplement) 1991, 31--54 (with Rick Antle).
- “Individuals and Institutions,” *American Economic Review*, 82 (2), March 1992, 317--22 (with Andrew Caplin).
- “To the Raider Goes the Surplus? A Reexamination of the Free-Rider Problem,” *Journal of Economics and Management Strategy*, 1 (1), March 1992 (with Bengt Holmstrom).
- “Game Theory” (with A. Dixit), and “Prisoners' Dilemma” (with A. Dixit), *Fortune Encyclopedia of Economics*, Warner Books, 1993
- “An Introduction to Vote Counting Schemes” *Journal of Economic Perspectives*, 9 (1), Winter 1995, 3--26 (with Jonathan Levin). Reprinted in *Readings in Microeconomic Theory* (Manfredi M. A. La Manna, ed.), The Dryden Press: London, 1997.
- “The Right Game: Use Game Theory to Shape Strategy” *Harvard Business Review*, 73 (4) July--August 1995, 57--71 (with Adam Brandenburger). Reprinted in *Seeing Differently: Insights on Innovation*, (John Seely Brown, ed.) Harvard Business School Press: Cambridge, 1997.
- “The Rationally Shrinking Union,” *Economics and Politics*, 8 (1), March 1996, 51--60 (with Richard Sansing).
- “Inside Intel” *Harvard Business Review*, November--December 1996, 168--175 (with Adam Brandenburger).
- “On a Clear Day You Can See the Coase Theorem,” *The Environment and Emerging Development Issues*, Vol. 1, Partha Dasgupta and Karl-Gören Mäler (eds.), Oxford University Press, 1997, 35--47.
- “Competition Among Institutions,” *Journal of Economic Theory*, 72 (1), February, 1997, 306--342 (with Andrew Caplin).
- “Common Knowledge As A Barrier to Negotiation,” *UCLA Law Review*, August, 1997, 1631--59 (with Ian Ayres).

- “Comment on ‘Incentive Reforms in Developing Country Bureaucracies: Lessons from Tax Administration,’ by Dilip Mookherjee,” Annual World Bank Conference on Development Economics 1997 (Boris Pleskovic and Joseph Stiglitz, eds.), The World Bank, 1998, 126--131
- “The Prisoners' Dilemma,” *The New Palgrave Dictionary of Economics and the Law*, (Peter Newman, Ed.), St Martin's Press, 2001.
- “Follow the Leader: A Pivotal Voter Theory,” *American Economic Review*, 89 (3), June 1999, pp. 525--547 (with Ron Shachar).
- “Competing Against Bundles,” in *Incentives, Organization, and Public Economics* (Peter Hammond and Gareth Myles, eds.) Oxford University Press, 2000.
- “Thin Kin Gout, Oft’ He Box,” in *Leading Authorities on Business: Winning Strategies from the Greatest Minds*, (Marshall Goldsmith, James Belasco eds.), 2002.
- “Bundling” in *The Leadership Frontier*, (Marshall Goldsmith, ed.) Prentice Hall, forthcoming
- “Bundling and the GE-Honeywell Merger,” in *The Antitrust Revolution* (John Kwoka and Lawrence White, eds.) 4th edition, Oxford University Press, 2003.
- “Bundling, Tying, and Portfolio Effects,” DTI Economics Paper No. 1, February 2003. Available online at <http://www.dti.gov.uk/economics>.
- “Bundling, Tying, and Portfolio Effects: Part 2, Case Studies,” DTI Economics Paper No. 1, February 2003. Available online at <http://www.dti.gov.uk/economics>.
- “Bundling as an Entry Deterrent Device,” forthcoming *QJE*, 2004 and available online at Social Science Research Network <http://papers.ssrn.com>
- “Verifying the Solution from a Nonlinear Solver: A Case Study: Commnet,” *American Economic Review*, (with Roni Shachar) forthcoming, March 2004.

OTHER PUBLICATIONS

- “The Sophisticates Abroad,” *Journal of Political Economy*, 94 (December 1986) back cover.
- “Economic Puzzles #1,” *Journal of Economic Perspectives*, 1 (1) Summer 1987.
- “Economic Puzzles #2,” *Journal of Economic Perspectives*, 1 (2) Fall 1987.
- “Economic Puzzles #3,” *Journal of Economic Perspectives*, 2 (1) Winter 1988.
- “Economic Puzzles #4,” *Journal of Economic Perspectives*, 2 (2) Spring 1988.
- “Economic Puzzles #6,” *Journal of Economic Perspectives*, 2 (4) Fall 1988.
- “Economic Puzzles #7,” *Journal of Economic Perspectives*, 3 (1) Spring 1989.
- “Economic Puzzles #9,” *Journal of Economic Perspectives*, 3 (3) Summer 1989.
- “Economic Puzzles #10,” *Journal of Economic Perspectives*, 3 (4) Winter 1989.

“Economic Puzzles #11,” *Journal of Economic Perspectives*, 4 (1) Spring 1990.

Forbes Magazine Why Not? Column

Don't Sell Us Short 56 (Feb. 2, 2004)

It Beats a CD 160 (Dec. 8, 2003)

Blackbox for Cars 125 (August 11, 2003)

An Educated Consumer 95 (June 09, 2003)

Make Car Insurance Fairer 154 (March 17, 2003)

The Virtues of a Virtual Strike (Nov. 25, 2002)

Price-Protect Your Home (Sept 16, 2002)

Opt-Out Advertising (June 20, 2002)

A Community of Ideas 173 (May 9, 2002)

If Telemarketers Paid For Your Time, (April 15, 2002)

WORKING PAPERS

“Equilibrium Unemployment as a Worker Screening Device,” NBER Discussion paper #4357 (with Andrés Rodríguez and Joseph Stiglitz).

“On a Fundamental Conflict Between Equity and Efficiency,” Princeton University Discussion paper #137 (with John Geanakoplos).

“Revenge and Rational Play,” Princeton University Discussion paper #138 (with Martin Shubik).

“Prices and Qualities” (with Joseph Stiglitz). Princeton University Econometric Research program Discussion paper #297.

“The Ambiguous Antitrust Implications of Information Sharing,” Princeton University Discussion paper #106 (with Richard Zeckhauser).

“Theory of Involuntary Unemployment Reconsidered,” Institute for Research on Poverty, Discussion Paper #675--81, (with Richard Zeckhauser).

WORK IN PROGRESS

“People v. Collins Reexamined: Trial By Mathematics on Appeal.”

“Mr. Prude, Mr. Lewd and the Paretian Liberal,” (with Amartya Sen).

REFEREE OF ARTICLES

American Economic Review, Canadian Social Science Research Council, Conflict Management and Peace Science, Econometrica, Economica, Economics and Politics, Journal of Economics and Business, Journal of Economic Theory, Journal of Law, Economics, and Organization, Journal of Political

Economy, National Science Foundation, Oxford Economic Papers, Quarterly Journal of Economics, Rand Journal of Economics, Review of Economic Studies, Review of Economics and Statistics.

PH.D. ADVISING

In-Koo Cho (Ph.D. 1986), University of Chicago,
 James Dow (Ph.D. 1987), London Business School,
 John Londregan (Ph.D. 1987), Princeton University,
 Sally van Sicten (Ph.D. 1987), Federal Trade Commission,
 Yang Xiao Kai (Ph.D. 1988), Monash University,
 Lin Zhou (Ph.D. 1989), Yale University,
 Jeroen Swinkels (Ph.D. 1990), Northwestern University,
 Vivek Chaudhri (Ph.D. 1996), Melbourne Business School
 Steven Strauss (Ph. D. 2002), McKinsey & Co.

CONSULTANT

AAA, American Express, Bell Atlantic, Bell South, Cadence, Chemical Bank, Chesapeake, Citibank, Columbia Forest Products, Corning, Eli Lilly, GE, General Re, General Signal, Honeywell, IC--O, Latham & Watkins, Law and Economics Consulting Group, Mastercard, McKinsey & Co., Merck, Meredith, Monitor, Nortel, Procter & Gamble, Sallie Mae, Shepardson, Stern, & Kominsky, SAP, Sequa, Shell, Sprint, United Aluminum, U.S. Borax, Warner-Lambert.

DIRECTORSHIPS

Bear Stearns Financial Products; Trader.com (NASDAQ)
 Co-founder and Chairman: Honest Tea
 Non-profits: Home Equity Headquarters; Chief Executive Leadership Institute

CONFERENCE PRESENTATIONS

Fifth Arne Ryde Symposium on Social Insurance, Lund [Sweden], August 1981.
 N.B.E.R. conference on Economics of Pension System, Puerto Rico, March 1983.
 Conflict Theory and International Security, UCLA C.I.S.A., June 1983.
 Center for International Strategic Affairs, International Institute of Management, Berlin, June 1983.
 Institute for Mathematical Studies in the Social Sciences, Stanford, July 1984, July 1985.
 American Economic Association Meetings, Dallas, December 1984.
 Institute for Advanced Study, Hebrew University, January 1985.
 Fifth World Congress, Econometric Society Meetings, M.I.T., August 1985.
 American Economic Association Meetings, New York, December 1985.
 American Economic Association Meetings, New Orleans, December 1986.
 European Economic Association Meetings, Copenhagen, August 1987.
 Global Conflict and Cooperation Conference, Irvine Ca., February, 1988.
 Carnegie-Mellon Conference on Political Economy, May 1988.
 US-Swiss Conference on Cooperation and International Security, Geneva, December 1988.
 Sante Fe Institute Conference on Evolution and Non-Linear Dynamics, June 1989.
 Yale Law School conference on "The Organization of Political Institutions," April, 1990.
 University of Chicago, Graduate School of Business annual accounting conference, 1991.
 University of Washington, St. Louis, Conference on Political Economy, 1991.
 University of Bonn, Conference on New Directions in Aggregation, 1992.
 American Political Science Association, Chicago, 1993.
 ORSA/TIMS, San Francisco, 1993.
 Center for Policy Research, Brussels, Political Economy of Competition Policy, 1993.
 Organized Sloan Foundation conference on PCS auction, Annenberg Center, Wash., D.C., Dec., 1994.
 Antitrust Bar of New York, New York, NY, Feb., 1995.
 Masters Forum, Minneapolis, August, 1995.

American Bankers Association, Keynote Address, San Fransisco, 1995.
 Conference Board, New York & Los Angeles, Jan., 1996.
 Q Group, West Palm Beach, Jan., 1996
 Executive Forum, Denver and Portland, February, 1996.
 Pricing Institute, Chicago, April, 1996.
 Conference Board, New York, October, 1996.
 Oracle Alliance, Keynote Address, San Fransisco, 1996.
 Forbes/Cadence Conference on Technology, Palm Springs, 1996.
 Merck Leadership Conference, Orlando, 1996.
 Parke-Davis Sales Launch, Houston, Keynote Address, 1996.
 ITAM, Mexico City, 1996.
 Cadence Conference on Technology, Sapporo, 1997.
 Association of Operating Room Nurses, Keynote Address, Los Angeles, 1997.
 National Ski Area Association, Keynote Address, January, 1998.
 American Bankers Association, Keynote Address, Orange County, 1997.
 Mastercard International, Keynote address, Puerto Rico, 1997.
 SAP Partner Conference, Keynote address, Berlin, March, 1998.
 4th European Management Conference, Keynote Address, Paris, April, 1998.
 NCR "Data Warehousing Solutions in the Age of the Consumer," Keynote Address, Prague, April 1998.
 McKinsey Strategy Forum, Keynote Address, Boston, June 1998.
 Miegunyah Lecture, University of Melbourne, Melbourne, Australia, July 1998.
 New Zealand Marketing Association, Keynote Address, Auckland, New Zealand, July 1998.
 Fidelity FundsNet Partners Conference, Keynote Address, Orlando, October, 1998.
 Strategic Management Society, Keynote Address, Orlando, November, 1998.
 Society of Competitive Intelligence Professionals (SCIP), Keynote Address, April 1999
 Sterling Software, Keynote Address, Dallas, April 1999
 Employers Re, Keynote Address, May, 1999.
 Forbes CEO conference, Keynote Address, June 1999.
 AAA, Keynote Address, Tarrytown, July 1999
 Beijing Consultech, Keynote Address, Beijing, July, 1999
 US West, Keynote Address, Denver, August 1999
 Motorola Leadership Council, Keynote Address, Chicago, August 1999.
 CEO Leadership Institute, Atlanta, September 1999
 Trader.com, Keynote Address, Paris, September, 1999
 Invesco, Keynote Address, Denver, February, 2000
 Roundtable Group e-commerce Bootcamp, Keynote Address, March, 2000.
 YPO Mini-MBA, Keynote Address, March, 2000.
 Tellabs, Keynote Address, San Fransisco, May, 2000
 Westinghouse, Keynote Address, Pittsburgh, May, 2000.
 Schwab Keynote Address, Denver, June, 2000.
 World Institute for the Digital Economy (WIDE): "Key Issues in the Digital Economy: Comparing European and American Perspectives", Verona, July 2000.
 Stoneybrook, International Conference on Game Theory, Invited Lecture, July 2000.
 Garage.com, Keynote Address, Washington, November, 2000.
 TSA, Keynote Address, Las Vegas, January 2001.
 USCO, Amelia Island, May 2001
 Accenture, Berlin, July, 2001
 Chief Executive Leadership Institute, September 2001.
 AAA, Keynote Address, Philadelphia, October 2001
 Federal Reserve Bank of NY, Invited lecture, November, 2001
 Harvard Business School Conference on Strategy, Invited lecture, Novermber 2001
 Swedish Institute for Financial Research, Stockholm, Invited lecture, June 2002
 Forbes, Greenbrier, July 2002

BIOGRAPHICAL LISTINGS

- Who's Who in America*, 1981--present
- Who's Who in the Midwest*, 1982--present
- Who's Who in Economics*, 1984--present