



## RESEARCH

## PUBLICATIONS

- “Local Network Effects in the Adoption of a Digital Platform,” with J.-H. Kim, P. Newberry, and R. Wolff, **Journal of Industrial Economics**, forthcoming.
- “State Versus Federal Wiretap Orders: A Look at the Data,” with J. Chan and J.-H. Kim, **International Review of Law & Economics**, forthcoming.
- “The Short-Run Effects of GDPR on Technology Venture Investment,” with G. Z. Jin and J. Jia, **Marketing Science**, 2021, 40(4), 593–812.
- “Big Data at the Crossroads of Antitrust and Consumer Protection,” with G. Z. Jin, **Information Economics & Policy**, 2021, 54.
- “Platforms, Anonymity, and Illegal Actors: Evidence of Whac-A-Mole Enforcement from Airbnb,” with J. Jia, **Journal of Law & Economics**, 2020, 63(4), 729–761.
- “Advertising and Voter Data in Asymmetric Political Contests,” with P. Sharma, **Information Economics & Policy**, 2020, 52.
- “The Impact of Access to Consumer Data on the Competitive Effects of Horizontal Mergers and Exclusive Dealing,” with J.-H. Kim and A. Wickelgren, **Journal of Economics & Management Strategy**, 2019, 28(3), 373–391.
- “Motivation and Performance of User-Contributors: Evidence from a CQA Forum,” with J.-H. Kim, J. Devaro, and R. Wolff, **Information Economics & Policy**, 2018, 42(1), 56–65.
- “Can Restricting Property Use Be Value Enhancing? Evidence from Short-Term Rental Regulation,” with J.-H. Kim and T. Leung, **Journal of Law & Economics**, 2017, 60(2), 309–333.
- “Outsourcing in Place: Should a Retailer Sell Its Store-Brand Factory?” with E. Durango-Cohen and C. Yano, **IISE Transactions**, 2017, 49(4), 442–459. **Best Paper Award**.
- “The Economics of Privacy,” with A. Acquisti and C. Taylor, **Journal of Economic Literature**, 2016, 54(2), 442–492.
- “Early-Stage Entrepreneurial Financing: A Signaling Perspective,” with J.-H. Kim, **Journal of Banking & Finance**, 2016, 67(1), 12–22.
- “Screening Incentives and Privacy Protection in Financial Markets: A Theoretical and Empirical Analysis,” with J.-H. Kim, **RAND Journal of Economics**, 2015, Lead Article, 46(1), 1–22.
- “The 80/20 Rule: Corporate Support for Innovation by Employees,” with S. Krasteva and P. Sharma, **International Journal of Industrial Organization**, 2015, 38, 32–43.

- “Inducing Knowledge Sharing in Teams through Cost-Efficient Compensation Schemes,” with A. Chakravarti and C. He, **Knowledge Management Research & Practice**, 2015, 13(1), 71–90.
- “Marketing Educational Quality via International Partnerships under Brain-Drain Constraints,” with W. Ashton, **Education Economics**, 2015, 23(6), 713–734.
- “Portfolio Size and Information Disclosure: An Analysis of Startup Accelerators,” with J.-H. Kim, **Journal of Corporate Finance**, 2014, 29, 520–534.
- “False-Name-Proof Voting with Costs over Two Alternatives,” with V. Conitzer, **International Journal of Game Theory**, 2014, 43(3), 599–618.
- “Consumer Privacy in Oligopolistic Markets: Winners, Losers, and Welfare,” with C. Taylor, **International Journal of Industrial Organization**, 2014, 34(1), 80–84.
- “Strategic Obfuscation of Production Capacities,” with E. Durango-Cohen, **Naval Research Logistics**, 2014, 61(3), 244–267.
- “Information Acquisition in Competitive Markets: An Application to the US Mortgage Market,” with J. Burke and C. Taylor, **American Economic Journal: Microeconomics**, 2012, 4(4), 65–106.
- “Hide and Seek: Costly Consumer Privacy in a Market with Repeat Purchases,” with V. Conitzer and C. Taylor, **Marketing Science**, 2012, 31(2), 277–292.
- “Choosing Fair Lotteries to Defeat the Competition,” with V. Conitzer, **International Journal of Game Theory**, 2012, 41(1), 91–129.
- “Intellectual Property Protection and Firm Innovation,” with Y. Pruzansky, **Economics Bulletin**, 2011, 31(4), 2922–2932.
- “False-Name-Proofness on Social Networks,” with V. Conitzer, N. Immorlica, J. Letchford, and K. Mungala, **Workshop on Internet and Network Economics (WINE)**, 2010, Volume 6484, Pages 209–221
- “Strategic Betting for Competitive Agents,” with V. Conitzer, **Proceedings of the International Conference on Autonomous Agents and Multiagent Systems (AAMAS)**, 2008, Pages 847–854.
- “Optimal False-Name Proof Voting Rules with Costly Voting,” with V. Conitzer, **Proceedings of the International Conference on Artificial Intelligence (AAAI), Outstanding Paper Award** (out of 937 submissions), 2008, Pages 190–195.

## SAMPLE TESTIMONY AND MEDIA MENTIONS OF RESEARCH

**Data Regulation:**

FTC Hearings on Competition and Consumer Protection in the 21st Century (at 29 minutes):

<https://www.ftc.gov/news-events/audio-video/video/ftc-hearing-6-nov-6-session-2-economics-big-data-personal-information>

Forbes: <https://www.forbes.com/sites/simonconstable/2018/11/26/how-gdpr-became-europes-tech-job-killer/>

Politico: <https://www.politico.eu/article/gdpr-facebook-google-privacy-data-6-months-in-europes-privacy-revolution-favors-google-facebook/>

MoneyWeek: <https://moneyweek.com/498186/the-cus-gdpr-rules-are-an-own-goal/>

Bloomberg: <https://www.bloomberg.com/opinion/articles/2018-11-14/facebook-and-google-aren-t-hurt-by-gdpr-but-smaller-firms-are>

Financial Post: <https://business.financialpost.com/technology/remember-the-internet-of-the-90s-thats-what-our-outdated-privacy-rules-were-built-to-handle>

**Competition Policy:**

iTech: <https://www.itechpost.com/articles/109902/20220407/new-research-debunks-myth-big-tech-m-crushes-competition.htm>

Reuters: <https://www.reuters.com/technology/ftc-staff-present-findings-big-techs-smaller-acquisitions-2021-09-15/>

Bloomberg: <https://www.bloomberg.com/news/articles/2021-09-15/tech-giants-used-loopholes-to-duck-merger-reviews-ftc-says>

CNBC: <https://www.cnn.com/2021/09/15/ftc-presents-findings-from-study-of-small-tech-mergers.html>

National Law Review: <https://www.natlawreview.com/article/ftc-chair-tech-giants-operate-under-radar-to-buy-market-power>

Ben Evans: <https://www.ben-evans.com/benedictevans/2021/11/12/when-big-tech-buys-small-tech>

Brookings: <https://www.brookings.edu/blog/techtank/2020/03/25/with-a-new-6b-study-the-ftc-reassesses-antitrust-enforcement/>

## OTHER WRITINGS AND PUBLICATIONS

- “Tech Industry Acquisitions and Competition: Counterpoints to an Incomplete FTC Report and Legislation that Relies on It,” **Data Catalyst Institute**, March 2022, <https://datacatalyst.org/tech-industry-acquisitions-and-competition-counterpoints-to-an-incomplete-ftc-report-and-legislation-that-relies-on-it/>
- “I-deal or No I-deal? Lessons for Managers from Economic Theory,” in **Idiosyncratic Deals at Work**, 2022, [https://link.springer.com/chapter/10.1007/978-3-030-88516-8\\_3](https://link.springer.com/chapter/10.1007/978-3-030-88516-8_3)
- “Non-HSR Reported Acquisitions by Select Technology Platforms, 2010-2019: An FTC Study,” **Federal Trade Commission**, September 2021, <https://www.ftc.gov/reports/non-hsr-reported-acquisitions-select-technology-platforms-2010-2019-ftc-study>

- “The Persisting Effects of the EU General Data Protection Regulation on Technology Venture Investment,” with J. Jia and G. Z. Jin, **American Bar Association’s Antitrust Source**, June 2021, <https://www.americanbar.org/content/dam/aba/publishing/antitrust-magazine-online/2021/june-2021/jun2021-jia.pdf>
- “Data Regulation and Technology Venture Investment: What Do We Learn From GDPR?” with J. Jia and G. Z. Jin, **Competition Policy International**, January, 2021, <https://www.competitionpolicyinternational.com/data-regulation-and-technology-venture-investment-what-do-we-learn-from-gdpr/>
- “The Value of Technology Releases in the Mobile App Ecosystem: The Economic Impact of Software Developer Kits,” with J-H. Kim and Y. Sun, **Data Catalyst Institute**, January 2021, <https://datacatalyst.org/wp-content/uploads/2021/01/The-Value-of-Technology-Releases-in-the-Mobile-App-Ecosystem-012921.pdf>
- “Consumer Data Rights and Competition – Note by the United States,” **OECD Directorate for Financial and Enterprise Affairs, Competition Committee**, June 2020, [https://one.oecd.org/document/DAF/COMP/WD\(2020\)39/en/pdf](https://one.oecd.org/document/DAF/COMP/WD(2020)39/en/pdf)
- “The One-Year Impact of the General Data Protection Regulation (GDPR) on European Ventures,” with J. Jia, **Data Catalyst Institute**, January 2020, <https://datacatalyst.org/wp-content/uploads/2020/01/GDPR-report-2020.pdf>
- “The Short-Run Effects of GDPR on Technology Venture Investment,” **Vox EU**, January 2019, <https://voxeu.org/article/short-run-effects-gdpr-technology-venture-investment>
- “Data as a Driver of Economic Efficiency,” With J. Jia, **Data Catalyst Institute**, October 2018, <https://datacatalyst.org/wp-content/uploads/2018/11/Data-as-a-Driver-of-Economic-Efficiency-Final-1.pdf>

#### WORKING PAPERS AND ONGOING RESEARCH

- “The Differential Effects of Privacy Protections and Digital Ad Taxes on Publisher and Advertiser Profitability,” with P. Sharma and Y. Sun
- “Platform as a Regulator: Evidence from Airbnb’s Cancellation Policies,” with J. Jia and G. Z. Jin
- “Consumer Surplus from Apple iOS Apps,” with J-H. Kim and Y. Sun
- “Safety Reviews on Airbnb: An Information Tale,” with A. Culotta, G. Z. Jin and Y. Sun
- “How Do Top Acquirers Compare in Technology Mergers? New Evidence from an S&P Taxonomy,” with G. Z. Jin and M. Leccese, revise & resubmit, *International Journal of Industrial Organization*.
- “M&A and Technological Expansion,” with G. Z. Jin and M. Leccese
- “GDPR and the Localness of Venture Investment,” with J. Jia and G. Z. Jin
- “More or Less Data? Information Acquisition in Asymmetric Elections,” with P. Sharma.

- “Did Post-9/11 Wiretap Legislation Increase Law Enforcement Productivity?” with J. Chan and J.-H. Kim
- “Between the Operating System and the App: A Structural VAR Approach to a Mobile Ecosystem,” with J.-H. Kim and Y.Sun

#### INVITED TALKS, PANELS, AND CONFERENCE PRESENTATIONS

2022: National Association for Business Economists (panel on data regulation and privacy), TechFreedom (panel on Big Tech acquisitions), Data Catalyst Institute (on-demand digital platforms panel), Coinbase (data regulation and privacy)

2021: George Mason University (Program on Economics & Privacy Research), Federal Trade Commission (Open Commission Meeting), University of Illinois Chicago (John Marshall Law School Privacy and Antitrust Panel), Catalyst Research (Roundtable on the European Union’s Digital Markets Act), EU-US Joint Technology Competition Policy Dialogue

2020: University of Illinois Chicago (John Marshall Law School Privacy Panel), The Technology Policy Institute (Privacy Panel), Federal Trade Commission (Office of International Affairs Seminar), Regulatory Transparency Project (Data Portability Panel), University of Pennsylvania (The Economics of Digital Services Panel)

2019: George Mason University (Center for Privacy), Privacy & Security Forum (Data Regulation panel), Northwestern Searle Center (Intellectual Property & Innovation conf.), George Mason University (Privacy Panel)

2018: NYU (Law & Business, Privacy Panel), NBER (Law & Economics), Northeastern University (Economics), George Mason University (Center for Privacy), FTC (Privacy hearings), Mannheim U. (Privacy workshop), Tilburg U. (Privacy workshop), Tilburg U. (Law and Economics Center), U Penn (CEPS, Big Data & Competition Law)

2017: George Mason University (Center for Privacy), Federal Trade Commission (Privacy panel)

2016: Loyola University Chicago (Economics); George Mason University (Center for Privacy)

2015: Federal Trade Commission Privacy Panel; Michigan State University (Economics)

2014: University of South Florida (Economics); Northwestern University Searle Center (Internet Search and Innovation); Northwestern University (IIOC)

2013: NBER (Economics of Digitization); Yahoo Labs; Northwestern University (Economics, Privacy Workshop); Northeastern University (IIOC); Midwest Financial Association; University of Alabama (Economics); Consumer Financial Protection Bureau

2012: Northwestern University (Summer Meeting of the Econometric Society); George Mason University (IIOC)

2011: SUNY Stony Brook (International Conference on Game Theory); Washington University in St Louis (American Summer Meeting of the Econometric Society); Northeastern University (IIOC); University of Haifa (Economics)

2010: University of Texas Austin (INFORMS); University of Wisconsin (Midwest Theory and Trade Conference); Stanford University (WINE); DePaul University (IEA)

2009: Federal Trade Commission (Microeconomics Conference); George Mason University (TPRC); University of Chicago (Institute of Computational Economics); Boston University (Summer Meeting of the Econometric Society); Northeastern University (IIOC); Lehigh University (Economics); NYU Stern (NET Institute)

2008: Northwestern University (GAMES); International Conference on Artificial Intelligence; International Conference on Autonomous Agents and Multiagent Systems; Hebrew University (Victor Rothschild Symposium)

## HONORS AND AWARDS

- Illinois Tech Center for Learning Innovation Faculty Affiliate, 2020-Present
- Competition Fellow, Data Catalyst Institute, 2022-Present
- University of Pennsylvania, Center for Technology, Innovation & Competition, Warren Center for Networks & Data Sciences, Digital Ecosystems Research Grant, PI, 2020-2022
- NSF Award #1840433, Research Center for Infrastructure Finance through Intelligent Design and Operations, Co-PI, 2018-2019
- Top Reviewer Award, International Journal of Industrial Organization, 2019
- Data Catalyst Institute, Research Grant, PI, 2018-2020
- Yahoo/Oath Faculty Grant and Engagement Program, 2013-2020
- Networks, Electronic Commerce, and Telecommunications (NET) Institute, New York University, Research Grant, 2018
- IISE Transactions Best Paper Award, 2018
- Fellowship, Program on Economics & Privacy, George Mason University, 2016-2017
- Kellogg School of Management, Top 10% of Teaching Pool, 2015
- Sigma Xi Award for Outstanding Accomplishments in Research and Scholarship, 2015
- Law and Economics Group, Korea Fair Trade Mediation Agency Research Grant, 2015
- Poets & Quants, Top 40 Business School Professors Under 40, 2015
- Illinois Institute of Technology, University Excellence in Teaching Award, 2013
- Illinois Institute of Technology Educational and Research Initiative Award, 2012
- Illinois Institute of Technology, Stuart School of Business Teaching Award, 2012
- Illinois Institute of Technology, Social-Network Research Grant, 2011
- Networks, Electronic Commerce, and Telecommunications (NET) Institute, New York University, Research Grant, 2009
- Duke University, Program for Advanced Research in the Social Sciences Fellowship, 2008
- Association for the Advancement of Artificial Intelligence (AAAI) Outstanding Paper Award, 2008 (out of 937 conference submissions)
- Duke University Outstanding Teaching Assistant Award, 2007

- Duke University Calvin B. Hoover Fellowship, 2004-2007
- Stanford University Research Fellowship, 2002-2003

## RECENT ADVISING AND SERVICE ACTIVITIES

### DOCTORAL STUDENT ADVISING

- Yidan Sun, Ph.D. Management Science (current), Stuart School of Business, Illinois Institute of Technology. Committee Chair.
- Xiaoruo Xu, Ph.D. Finance (current), Stuart School of Business, Illinois Institute of Technology. Committee member.
- Amir Onallah, Ph.D. Management Science (current), Stuart School of Business, Illinois Institute of Technology. Committee member.
- Tian Tian, Ph.D. Finance (current), Stuart School of Business, Illinois Institute of Technology. Committee member.
- Bo Wang, Ph.D. Finance (2021), Stuart School of Business, Illinois Institute of Technology. Committee member. Faculty at Kean University.
- Jian Jia, Ph.D. Finance (2020), Stuart School of Business, Illinois Institute of Technology. Committee Co-Chair. Economist at Amazon, Inc.
- Thomas Swirski, Ph.D. Finance (2019), Stuart School of Business, Illinois Institute of Technology. Committee member.
- Kun Li, Ph.D. Finance (2015), Stuart School of Business, Illinois Institute of Technology. Committee member. Faculty at Beijing Normal University.
- Chaohua He, Ph.D. Finance (2014), Stuart School of Business, Illinois Institute of Technology. Committee member. Faculty at Beijing University of International Business and Economics.
- Lalita Hongratanawong, Ph.D. Management Science (2010), Stuart School of Business, Illinois Institute of Technology. Committee member. Faculty at Thai Government University.

### MASTERS AND UNDERGRADUATE STUDENT ADVISING

- Project & Independent Studies: Matthew Knippen (2012), Yoni Pruzansky (2013), Julian Litvak (2015), Changyue An (2016), Ryan Hynes (2017), Andrei Hogeia (2018), Leo Shapiro (2018), Ryan Maus (2019), Adrian Cabrera (2020-2021)

### SCHOOL SERVICE

- Chair, School Committee on Promotion & Tenure (2020-2021)
- Faculty Chair (2015–2017)
- AACSB Assurance of Learning (2010-2014)
- Online Teaching Steering Team (2015-Present)
- Graduate Program Committee (2010-2020)
- Undergraduate Program Committee (2011-2016)
- Research and Faculty Development Committee (2009-2011)
- Online Learning Committee (2010-2014)



## UNIVERSITY SERVICE

- Center for Learning Innovation, Faculty Affiliate, 2020-Present
- Strategic Envisioning Committee, 2021-Present
- Diversity, Equity and Inclusion Committee (2021-Present)
- NCA HLC Reaccreditation Committee, 2014-Present
- Illinois Tech India Outreach, 2018
- Economics Undergraduate Degree Program and Curriculum Committee, 2010-2012
- Joint Academic Programs and Co-Terminal Degrees University Committee, 2009-2011

## CONFERENCE PROGRAM COMMITTEES AND REFEREEING SERVICE

- On the program committees of the following conferences:
  - Workshop on the Economics of Information Security (WEIS), 2012-2019
  - ACM Electronic Commerce (EC), 2014
  - International Conference on Autonomous Agents and Multiagent Systems (AAMAS), 2013
  - Workshop on Internet and Network Economics (WINE), 2012
- Referee for the following:
 

*American Economic Review American Economic Review: Insights Journal of Finance Management Science Journal of Economics & Management Strategy RAND Journal of Economics Journal of Industrial Economics Public Choice Computer Communications Foundations & Trends in Marketing Transactions on Internet Technology International Journal of Game Theory Economic Inquiry Journal of Media Economics International Journal of Industrial Organization Scandinavian Journal of Economics European Journal of Law & Economics Artificial Intelligence Journal Computer Communications Review of Industrial Organization Electronic Markets National Science Foundation European Research Council Israeli Science Foundation Omega: The International Journal of Management Science Journal of Economic Theory Swiss National Science Foundation Journal of Business Venturing Information Economics & Policy Economic Journal Journal of Economic Behavior & Organization Marketing Science Journal of the European Economic Association American Economic Journal: Microeconomics European Economic Review*

## PROFESSIONAL AFFILIATIONS

- American Economic Association, 2008-Present
- Industrial Organization Society, 2008-Present
- Econometric Society, 2008-Present
- INFORMS, 2009-Present
- Privacy Economics Research Network, 2011-Present
- Sigma Xi Research Society, 2015-Present
- Data Catalyst Institute, Advisory Council, 2018-2020