

## CURRICULUM VITAE OF MICHAEL L. KATZ

mlkatzconsulting@gmail.com

### EMPLOYMENT

*July 1987 to  
present*

**Sarin Chair Emeritus in Strategy and Leadership, Haas School of Business  
Professor Emeritus, Department of Economics  
University of California, Berkeley**

Served as member of Academic Senate Committee on Budget and Interdepartmental Relations, Director of the Institute for Business Innovation, and Associate Dean for Academic Affairs. Research areas include competition policy, network industries, innovation, and healthcare reform. Taught courses in competitive and corporate strategy.

*January 2018 to  
present*

**Senior Fellow  
Office of Healthcare Transformation, Singapore Ministry of Health**

Advise the government of Singapore and a major healthcare system on the design and evaluation of systems-level innovations in the promotion of good health, prevention of illnesses, and the delivery of care.

*July 2007 to  
June 2009*

**Harvey Golub Professor of Business Leadership  
New York University**

Appointed to Department of Management and Organizations, Stern School of Business. Research areas included healthcare competition. Taught business strategy courses.

*September 2001 to  
January 2003*

**Deputy Assistant Attorney General for Economic Analysis  
U.S. Department of Justice**

Oversaw economic analysis in support of all Antitrust Division enforcement activities. Reported directly to the Assistant Attorney General for Antitrust. Worked to integrate economists more fully into investigation, decision, and litigation processes.

*January 1994 to  
January 1996*

**Chief Economist  
Federal Communications Commission**

Responsible for integrating economics into all aspects of Commission policy making. Reported directly to the Chairman of the Commission. Formulated and implemented regulatory policies for all industries under Commission jurisdiction. Managed teams of lawyers and economists to design regulatory policies and procedures.

*July 1981 to  
June 1987*

**Assistant Professor of Economics  
Princeton University**

Research on network effects, cooperative R&D, and intellectual property licensing. Taught courses in microeconomics, industrial organization, and antitrust and regulation.

## EDUCATION

**D.Phil. 1982**

**Oxford University**

Doctorate in Economics. Thesis on market segmentation and sophisticated pricing.

**A.B. *summa cum laude* 1978**

**Harvard University**

As an undergraduate, completed courses and general examinations for Economics doctorate.

## SERVICE

Coeditor, *Journal of Economics & Management Strategy*, 1991-2001 and 2003-present.

Editorial Board member, *Information Economics and Policy*, 2004-present.

Editorial Board member, *Journal of Industrial Economics*, 2007-2013.

Editorial Board member, *California Management Review*, 1998-2000 and 2003-2007.  
Editor 2000-2001.

Board Member, Berkeley Executive Education, February 2013-present.

U.S. Advisory Board member, NTT DOCOMO, Inc., October 2011-April 2013.

Spectrum Policy Invited Expert, President's Council of Advisors on Science and  
Technology, September 2011-May 2012.

Member, Committee on Wireless Technology Prospects and Policy Options, The National  
Academies, 2003-2011.

Deputy Marriage Commissioner, City and County of San Francisco, October 2, 2010.

Member, Computer Science and Telecommunications Board, The National Academies,  
2000-2001 and 2004-2008.

Member, Spectrum Policy Working Group, Digital Age Communication Act Project,  
Progress & Freedom Foundation, January 2005-March 2006.

Member, Consumer Energy Council of America, Universal Service Forum, 2000-2001.

## AWARDS AND HONORS

Chairman's Special Achievement Award, Federal Communications Commission, 1996.

The Earl F. Cheit Outstanding Teaching Award, University of California, Berkeley, 1992-  
1993 and 1988-1989. Honorable Mention, 1999-2000 and 1996-1997.

Alfred P. Sloan Research Fellow, 1985-1988.

National Science Foundation Graduate Fellow, 1978-1981.

John H. Williams Prize (awarded to the Harvard College student graduating in Economics  
with the best overall record), 1978.

## GRANTS

- Principal Investigator, Nokia Corporation grant on business-model innovation, 2009-2012.
- Principal Investigator, Microsoft Corporation grant, “Research on Competition Policy for Intellectual Property,” joint with Richard J. Gilbert, 2006.
- Recipient, Berkeley Committee on Research grant, 2004-2005, 1996-1997.
- Recipient, Berkeley Program in Finance Research grant, 1990.
- Researcher, Pew Foundation grant: “Integrating Economics and National Security,” 1987-1990.
- Principal Investigator, National Science Foundation grants:
- “A More Complete View of Incomplete Contracts,” joint with Benjamin E. Hermalin, 1991-1993.
  - “Game-Playing Agents and the Use of Contracts as Precommitments,” 1988-1989.
  - “The Analysis of Intermediate Goods Markets: Self-Supply and Demand Interdependence,” 1985-1986.
  - “Imperfectly Competitive Models of Screening and Product Compatibility,” 1983-1984.
  - “Screening and Imperfect Competition Among Multiproduct Firms,” 1982.

## PUBLICATIONS

- “Multiplant Monopoly in a Spatial Market,” *Bell Journal of Economics*, Vol. 11, No. 2 (Autumn 1980).
- “Non-uniform Pricing, Output and Welfare Under Monopoly,” *Review of Economic Studies*, Vol. L, No. 1 (January 1983).
- “A General Analysis of the Averch-Johnson Effect,” *Economic Letters*, Vol. 11, No. 3 (1983).
- “The Socialization of Commodities,” co-authored with L.S. Wilson, *Journal of Public Economics*, Vol. 20, No. 3 (April 1983).
- “The Case for Freeing AT&T,” co-authored with Robert D. Willig, *Regulation* (July/August 1983) and “Reply to Tobin and Wohlstetter,” *Regulation* (November/December 1983).
- “Plea Bargaining and Social Welfare,” co-authored with Gene M. Grossman, *American Economic Review*, Vol. 73, No. 4 (September 1983).
- “Firm-Specific Differentiation and Competition Among Multiproduct Firms,” *Journal of Business*, Vol. 57, No. 1, Part 2 (January 1984).

## PUBLICATIONS continued

- “Nonuniform Pricing with Unobservable Numbers of Purchases,” *Review of Economic Studies*, Vol. LI, No. 3 (July 1984).
- “Price Discrimination and Monopolistic Competition,” *Econometrica*, Vol. 52, No. 6 (November 1984).
- “Tax Analysis in an Oligopoly Model,” co-authored with Harvey S. Rosen, *Public Finance Quarterly*, Vol. 13, No. 1 (January 1985). Reprinted in *The Distribution of Tax Burdens*, D. Fullerton and G.E. Metcalf (eds.), Camberley: Edward Elgar Publishing Ltd. (2003), and *The Economics of Taxation*, J. Alm (ed.), Cheltenham: Edward Elgar Publishing Ltd. (2011).
- “Network Externalities, Competition, and Compatibility,” co-authored with Carl Shapiro, *American Economic Review*, Vol. 75, No. 3 (June 1985). Reprinted in *Antitrust and Competition Policy*, A.N. Kleit (ed.), Camberley: Edward Elgar Publishing Ltd. (2005).
- “On the Licensing of Innovations,” co-authored with Carl Shapiro, *Rand Journal of Economics*, Vol. 16, No. 4 (Winter 1985).
- “Consumer Shopping Behavior in the Retail Coffee Market,” co-authored with Carl Shapiro, in *Empirical Approaches to Consumer Protection Economics*, P. Ippolito and D. Scheffman (eds.), Federal Trade Commission (1986).
- “Technology Adoption in the Presence of Network Externalities,” co-authored with Carl Shapiro, *Journal of Political Economy*, Vol. 94, No. 4 (August 1986).
- “How to License Intangible Property,” co-authored with Carl Shapiro, *Quarterly Journal of Economics*, Vol. CI, No. 3 (August 1986).
- “An Analysis of Cooperative Research and Development,” *Rand Journal of Economics*, Vol. 17, No. 4 (Winter 1986).
- “Product Compatibility Choice in a Market with Technological Progress,” co-authored with Carl Shapiro, *Oxford Economic Papers: Special Issue on Industrial Organization*, (November 1986).
- “The Welfare Effects of Third-Degree Price Discrimination in Intermediate Goods Markets,” *American Economic Review*, Vol. 77, No. 2 (March 1987).
- “R&D Rivalry with Licensing or Imitation,” co-authored with Carl Shapiro, *American Economic Review*, Vol. 77, No. 3 (June 1987).
- “Pricing Publicly Provided Goods and Services,” in *The Theory of Taxation for Developing Countries*, D.M. Newbery and N.H. Stern (eds.), Washington, D.C.: World Bank (1987).
- “Vertical Contractual Relationships,” in *The Handbook of Industrial Organization*, R. Schmalensee and R.D. Willig (eds.), Amsterdam: North Holland Publishing (1989).

## PUBLICATIONS continued

- “R&D Cooperation and Competition,” co-authored with Janusz A. Ordover, *Brookings Papers on Economic Activity: Microeconomics* (1990).
- Intermediate Microeconomics*, co-authored with Harvey S. Rosen, Burr Ridge, IL: Richard D. Irwin (1<sup>st</sup> ed. 1991, 2<sup>nd</sup> ed. 1994, 3<sup>rd</sup> ed. 1997). Translated into Italian and Russian.
- “Game-Playing Agents: Unobservable Contracts as Precommitments,” *Rand Journal of Economics*, Vol. 22, No. 3 (Autumn 1991).
- “Moral Hazard and Verifiability: The Effects of Renegotiation in Agency,” co-authored with Benjamin E. Hermalin, *Econometrica*, Vol. 59, No. 6 (November 1991).
- “Product Introduction with Network Externalities,” co-authored with Carl Shapiro, *Journal of Industrial Economics*, Vol. XL, No. 1 (March 1992).
- “Defense Procurement with Unverifiable Performance,” co-authored with Benjamin E. Hermalin, in *Incentives in Procurement Contracting*, J. Leitzel and J. Tirole (eds.), Boulder, Colorado: Westview Press (1993).
- “Judicial Modification of Contracts Between Sophisticated Parties: A More Complete View of Incomplete Contracts and Their Breach,” co-authored with Benjamin E. Hermalin, *Journal of Law, Economics, & Organization*, Vol. 9, No. 2 (1993).
- “Systems Competition and Network Effects,” co-authored with Carl Shapiro, *Journal of Economic Perspectives*, Vol. 8, No. 2 (Spring 1994).
- “Joint Ventures as a Means of Assembling Complementary Inputs,” *Group Decision and Negotiation*, Vol. 4, No. 5 (September 1995). Also printed in *International Joint Ventures: Economic and Organizational Perspectives*.
- “Interconnecting Interoperable Systems: The Regulator’s Perspective,” co-authored with Gregory Rosston and Jeffrey Anspacher, *Information, Infrastructure and Policy*, Vol. 4, No. 4 (1995).
- “Interview with an Umpire,” in *The Emerging World of Wireless Communications*, Annual Review of the Institute for Information Studies (1996).
- “An Analysis of Out-of-Wedlock Childbearing in the United States,” co-authored with George Akerlof and Janet Yellen, *Quarterly Journal of Economics*, Vol. CXI, No. 2 (May 1996). Reprinted in *Explorations in Pragmatic Economics: Selected Papers of George A. Akerlof and Co-Authors*, Oxford: Oxford University Press (2005).
- “Remarks on the Economic Implications of Convergence,” *Industrial and Corporate Change*, Vol. 5, No. 4 (1996).
- “Regulation to Promote Competition: A first look at the FCC’s implementation of the local competition provisions of the telecommunications act of 1996,” co-authored with Gerald W. Brock, *Information Economics and Policy*, Vol. 9, No. 2 (1997).

## PUBLICATIONS continued

- “Ongoing Reform of U.S. Telecommunications Policy,” *European Economic Review*, Vol. 41 (1997).
- “Economic Efficiency, Public Policy, and the Pricing of Network Interconnection Under the Telecommunications Act of 1996,” in *Interconnection and the Internet: Selected Papers from the 1996 Telecommunications Policy Research Conference*, G. Rosston and D. Waterman (eds.), Mahwah, New Jersey: Lawrence Erlbaum Associates, Publishers (1997).
- “Introduction: Convergence, Competition, and Regulation,” co-authored with Glenn A. Woroch, *Industrial and Corporate Change*, Vol. 6, No. 4 (1997).
- “Public Policy and Private Investment in Advanced Telecommunications Infrastructure,” co-authored with Joseph Farrell, *IEEE Communications Magazine*, (July 1998).
- “The Effects of Antitrust and Intellectual Property Law on Compatibility and Innovation,” co-authored with Joseph Farrell, *The Antitrust Bulletin*, Vol. 43, No. 3/4 (Fall/Winter 1998).
- “Antitrust in Software Markets,” co-authored with Carl Shapiro, in *Competition, Innovation and the Microsoft Monopoly: Antitrust in the Digital Marketplace*, J.A. Eisenach and T. Lenard (eds.), Boston: Kluwer Academic Publishers (1999).
- “Regulation: The Next 1000 Years” in *Six Degrees of Competition: Correlating Regulation with the Telecommunications Marketplace*, Washington, D.C.: Aspen Institute (2000).
- “The Business of Health Care Affects Us All: An Introduction,” co-authored with Sara Beckman, *California Management Review*, Vol. 43, No. 1 (Fall 2000).
- “Innovation, Rent Extraction, and Integration in Systems Markets,” co-authored with Joseph Farrell, *Journal of Industrial Economics*, Vol. XLVIII, No. 4 (December 2000).
- “Diversification and Agency,” co-authored with Benjamin E. Hermalin, in *Incentives, Organization, and Public Economics: Papers in Honour of Sir James Mirrlees*, P. Hammond and G. D. Myles (eds.), Oxford University Press (2001).
- “Thoughts on the Implications of Technological Change for Telecommunications Policy,” in *Transition to an IP Environment*, Washington, D.C.: Aspen Institute (2001).
- “An Economist’s Guide to *U.S. v. Microsoft*” co-authored with Richard Gilbert, *Journal of Economic Perspectives*, Vol. 15, No. 2 (Spring 2001).
- “When Good Value Chains Go Bad: The Economics of Indirect Liability for Copyright Infringement,” co-authored with Richard Gilbert, *Hastings Law Journal*, Vol. 52, No. 4 (April 2001).

## PUBLICATIONS continued

- “Intellectual Property Rights and Antitrust Policy: Four Principles for a Complex World,” *Journal on Telecommunications & High Technology Law*, Vol. 1, Issue 1 (2002).
- “Recent Antitrust Enforcement Actions by the U.S. Department of Justice: A Selective Survey of Economic Issues,” *Review of Industrial Organization*, Vol. 21, No. 4 (December 2002).
- “Critical Loss: Let’s Tell the Whole Story,” co-authored with Carl Shapiro, *Antitrust*, Vol. 17, No. 2 (Spring 2003).
- “Retail Telecommunications Pricing in the Presence of External Effects,” co-authored with Benjamin E. Hermalin, in *International Handbook on Emerging Telecommunications Networks*, G. Madden (ed.), Camberley: Edward Elgar Publishing Ltd. (2003).
- “Television Over the Internet: Industry Structure and Competition Absent Distribution Bottlenecks,” in *Internet Television*, E.M. Noam, J. Groebel, and D. Gerbarg (eds.), Mahwah, New Jersey: Lawrence Erlbaum Associates, Publishers (2003).
- “The Role of Efficiency Considerations in Merger Control: What We Do in the U.S.,” in *EC Merger Control: A Major Reform in Progress*, G. Drauz and M. Reynolds (eds.), Richmond, England: Richmond Law & Tax Ltd. (2003).
- “Market Structure, Organizational Structure, and R&D Diversity,” co-authored with Joseph Farrell and Richard J. Gilbert, in *Economics for an Imperfect World: Essays in Honor of Joseph Stiglitz*, R. Arnott, B. Greenwald, R. Kanbur, and B. Nalebuff (eds.), Cambridge, MA: MIT Press (2003).
- “Further Thoughts on Critical Loss,” co-authored with Carl Shapiro, *The Antitrust Source*, (March 2004). Available at <http://www.abanet.org/antitrust/source/>.
- “Antitrust or Regulation: U.S. Public Policy in Telecommunications Markets,” in *The Economics of Antitrust and Regulation in Telecommunications*, P.A. Buigues and P. Rey (eds.), Cheltenham: Edward Elgar Publishing Ltd. (2004).
- “Sender or Receiver: Who Should Pay to Exchange an Electronic Message?” co-authored with Benjamin E. Hermalin, *RAND Journal of Economics*, Vol. 35, No. 3 (Autumn 2004).
- “Merger Policy and Innovation: Must Enforcement Change to Account for Technological Change?” co-authored with Howard A. Shelanski, in *Innovation Policy and the Economy* Vol. 5, A.B. Jaffe, J. Lerner, and S. Stern (eds.), Cambridge, MA: MIT Press (2005).
- “Competition or Predation? Consumer Coordination, Strategic Pricing, and Price Floors in Network Markets,” co-authored with Joseph Farrell, *Journal of Industrial Economics*, Vol. LIII, No. 2 (June 2005).

## PUBLICATIONS continued

- “What do We Know about Interchange Fees and what does it Mean for Public Policy?” in *Interchange Fees in Credit and Debit Card Industries: What Role for Public Authorities?* Kansas City: Kansas City Federal Reserve (2005).
- “Schumpeterian’ Competition and Antitrust Policy in High-Tech Markets,” co-authored with Howard A. Shelanski, *Competition*, Vol. 14, No. 2 (Fall/Winter 2005).
- “Theory-Driven Choice Models” co-authored with Tülin Erdem, Kannan Srinivasan, Wilfred Amaldoss, Patrick Bajari, Hai Che, Teck Ho, Wes Hutchinson, Michael Keane, Robert Meyer, and Peter Reiss, *Marketing Letters*, Vol. 16, No. 3-4 (2005).
- “Observable Contracts as Commitments: Interdependent Contracts and Moral Hazard,” *Journal of Economics & Management Strategy* Vol. 15, No. 3, (Fall 2006).
- “Should Good Patents Come in Small Packages? A Welfare Analysis of Intellectual Property Bundling,” co-authored with Richard J. Gilbert, *International Journal of Industrial Organization*, Vol. 24, No. 5 (September 2006).
- “Privacy, Property Rights & Efficiency: The Economics of Privacy as Secrecy,” co-authored with Benjamin E. Hermalin, *Quantitative Marketing and Economics* Vol. 4, No. 3 (September 2006).
- “The Economics of Welfare Standards in Antitrust,” co-authored with Joseph Farrell, *Competition Policy International*, Vol. 2, No. 2 (Fall 2006).
- “Health and Taxes: *The Economic Report of the President* on Improving Incentives for Health Care Spending,” *The Journal of Economic Literature*, Vol. XLIV, No 3 (September 2006).
- “Your Network or Mine? The Economics of Routing Rules,” co-authored with Benjamin E. Hermalin, *RAND Journal of Economics*, Vol. 37, No. 3 (Autumn 2006).
- “Mergers and Innovation,” co-authored with Howard A. Shelanski, *Antitrust Law Journal*, Vol. 74, No. 1 (2007).
- “The Economics of Product-Line Restrictions with an Application to the Network Neutrality Debate,” co-authored with Benjamin E. Hermalin, *Information Economics and Policy*, Vol. 19, No. 2 (June 2007).
- “Merger Analysis and the Treatment of Uncertainty: Should We Expect Better?” co-authored with Howard A. Shelanski, *Antitrust Law Journal*, Vol. 74, No. 3 (2007). Also appears in *Issues in Competition Law and Policy*, Chicago: American Bar Association (2008).
- “Comments on the European Commission’s *MasterCard* Decision,” *GCP, The Online Magazine for Global Competition Policy*, April 2008: Release One.

## PUBLICATIONS continued

- “Dentsply and Exclusive Dealing,” in *The Antitrust Revolution*, J.E. Kwoka and L.J. White (eds.), Oxford: Oxford University Press (5<sup>th</sup> ed., 2009; 6<sup>th</sup> ed., 2014).
- “An Essay Constituting One of the Many Reasons Why the U.S. Congress would not Solicit Advice from Michael Katz about Spending the Money” in *ICT: The 21st Century Transitional Initiative*, Washington, D.C.: Aspen Institute (2009).
- “The Applications Barrier to Entry and Its Implications for the Microsoft Remedies: A Comment on Iansiti and Richards,” co-authored with William P. Rogerson, *Antitrust Law Journal*, Vol. 75, No. 3 (2009).
- “Information and the Hold-Up Problem,” co-authored with Benjamin E. Hermalin, *RAND Journal of Economics*, Vol. 40, No. 3 (Autumn 2009).
- “A Simple Test for Distinguishing between Internal Reference Price Theories,” co-authored with Tülin Erdem and Baohong Sun, *Quantitative Marketing and Economics*, Vol. 8, No. 3 (September 2010).
- “Insurance, Consumer Choice, and the Equilibrium Price and Quality of Hospital Care,” *The B.E. Journal of Economic Analysis & Policy*, Vol. 11, Issue 2 (Advances) (January 2011).
- “Customer or Complementor? Intercarrier Compensation with Two-Sided Benefits,” co-authored with Benjamin E. Hermalin, *Journal of Economics & Management Strategy*, Vol. 20, No. 2 (Summer 2011).
- “Efficient Division of Profits from Complementary Innovations,” co-authored with Richard J. Gilbert, *International Journal of Industrial Organization*, Vol. 29, No. 4 (July 2011).
- “Increasing Connectedness and Consumer Payments: An Overview,” in *Consumer Payment Innovation in the Connected Age*, Kansas City: Kansas City Federal Reserve (2012).
- “Product Differentiation through Exclusivity: Is there a One-Market-Power-Rent Theorem?” co-authored with Benjamin E. Hermalin, *Journal of Economics & Management Strategy*, Vol. 22, No. 1 (Spring 2013).
- “Provider Competition and Healthcare Quality: More Bang for the Buck?” *International Journal of Industrial Organization*, Vol. 31, No. 5 (September 2013).
- “How Can Competition Policy and Competition-Policy Economics Contribute to Solving the Healthcare Crisis?” in *The Analysis of Competition Policy and Sector Regulation*, M. Peitz and Y. Spiegel (eds.), Singapore: World Scientific (2014).
- “Competitive Consequences of Technological Change and the Telecommunications Act of 1996,” contribution to “Reflecting on Twenty Years under the Telecommunications Act of 1996 (A Collection of Essays on Implementation),” *Federal Communications Law Journal*, Vol. 68, No. 1 (February 2016).

## PUBLICATIONS continued

- “Weak versus Strong Net Neutrality: Correction and Clarification,” co-authored with Joshua S. Gans, *Journal of Regulatory Economics*, Vol. 50, No. 1 (August 2016).
- “Complementarity without Superadditivity,” co-authored with Steven Berry, Philip Haile, and Mark Israel, *Economic Letters*, Vol. 151 (February 2017).
- “Wither U.S. Net Neutrality Regulation?” *Review of Industrial Organization*, Vol. 50, No. 4 (June 2017). Selected as a Springer Nature *Change the World* article.
- “Introduction” co-authored with Carl Shapiro, in *On the Shoulders of Giants: Colleagues Remember Suzanne Scotchmer’s Contributions to Economics*, Stephen M. Maurer (ed.), Cambridge: Cambridge University Press (2017).
- “What’s So Special about Two-Sided Markets?” co-authored with Benjamin E. Hermalin, in *Towards a Just Society: Joseph Stiglitz and Twenty-First Century Economics*, Martin Guzman (ed.), New York: Columbia University Press (2018).
- “Multisided Platforms and Antitrust Enforcement,” co-authored with Jonathan Sallet, *Yale Law Journal*, Vol. 127, No. 7 (May 2018).
- “Platform Economics and Antitrust Enforcement: A Little Knowledge is a Dangerous Thing,” *Journal of Economics & Management Strategy: Special Issue on Platforms*, Vol. 28, No. 1 (Spring 2019).
- “*Ohio v. American Express*: Assessing the Threat to Antitrust Enforcement,” *Antitrust Chronicle*, Vol. 3, No. 2 (Spring 2019).
- “Multisided Platforms, Big Data, and a Little Antitrust Policy,” *Review of Industrial Organization*, Vol. 54, No. 4 (June 2019).