

# KATJA SEIM

## CURRICULUM VITAE

Yale University Department of Economics and School of Management  
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### EDUCATION

2001, *PhD in Economics*, Yale University  
1995, *BA in Economics and Mathematics*, Franklin & Marshall College

### PROFESSIONAL EXPERIENCE

2022 - Present, *Sharon Oster Professor of Economics and Management*, Department of Economics and School of Management, Yale University, New Haven, CT  
2019 - 2022, *Professor of Economics*, Department of Economics and School of Management, Yale University, New Haven, CT  
2013 - 2019, *Associate Professor of Business Economics and Public Policy*, The Wharton School, University of Pennsylvania, Philadelphia, PA  
2015 - 2019, *Associate Professor of Economics (by courtesy)*, University of Pennsylvania, Philadelphia, PA  
2016 - 2019, *Associate Professor of Marketing (by courtesy)*, The Wharton School, University of Pennsylvania, Philadelphia, PA  
2016 - 2017, *Chief Economist*, United States Federal Communications Commission  
2006 - 2013, *Assistant Professor of Business Economics and Public Policy*, The Wharton School, University of Pennsylvania, Philadelphia, PA  
2005 - 2006, *Judith C. and William G. Bollinger Visiting Assistant Professor*, Business Economics and Public Policy Department, The Wharton School, University of Pennsylvania, Philadelphia, PA  
2001 - 2006, *Assistant Professor of Economics*, Stanford Graduate School of Business, Stanford University, Stanford, CA

### AFFILIATIONS

2014 - Present, *Research Associate*, National Bureau of Economic Research  
2016 - Present, *Research Fellow*, Centre for Economic Policy Research  
2016 - Present, *Research Fellow*, Mannheim Centre for Competition and Innovation

### PUBLICATIONS

Houde, Jean-Francois, Peter Newberry, and Katja Seim. "Economies of Density in E-Commerce: A Study of Amazon's Fulfillment Center Network," NBER WP 23361, forthcoming, *Econometrica*.

Miravete, Eugenio, Katja Seim, and Jeff Thurk. "One Markup to Rule them All: Taxation and Consumption Effects of Liquor Pricing Regulation," *American Economic Journal: Microeconomics*, 12(1), 2020.

Harrison, Teresa and Katja Seim. "Nonprofit tax exemptions and market structure: The case of fitness centers," *The Economic Journal*, 129 (620), 2019.

Miravete, Eugenio, Katja Seim, and Jeff Thurk. "Market Power and the Laffer Curve," *Econometrica*, 86(5), 2018. Summary article: *Microeconomic Insights*, 6/18/2019.

Mazzeo, Michael, Katja Seim, and Mauricio Varela. "The Welfare Consequences of Mergers with Product Repositioning," *Journal of Industrial Economics*, 66(4), 2018.

Seim, Katja, Maria Ana Vitorino and David Muir. "Do Consumers Value Price Transparency?" *Quantitative Marketing and Economics*, 15(4), 2017.

Kwerel, Evan, Paroma Sanyal, Katja Seim, Martha Stancill, and Patrick Sun. "Economics at the FCC, 2016–2017: Auction Designs for Spectrum Repurposing and Universal Service Subsidies," *Review of Industrial Organization*, 51(4), 451-486, 2017.

Seim, Katja and Michael Sinkinson. "Mixed Pricing in Online Marketplaces," *Quantitative Marketing and Economics*, 14, 2016.

Seim, Katja and Joel Waldfogel. "Public Monopoly and Economic Efficiency: Evidence from the Pennsylvania Liquor Control Board's Entry Decisions," *American Economic Review* 103, 2013.

Krasnokutskaya, Elena and Katja Seim. "Bid Preference Programs and Participation in Highway Procurement," *American Economic Review* 101, 2011.

Seim, Katja and V. Brian Viard. "The Effect of Market Structure on Cellular Technology Adoption and Pricing," *American Economic Journal: Microeconomics* 3(2), 2011.

Lambrecht, Anja, Katja Seim, and Catherine Tucker. "Stuck in the Adoption Funnel: The Effect of Delays in the Adoption Process on Ultimate Adoption," *Marketing Science* 30(2), 2011.

Draganska, Michaela, Michael Mazzeo, and Katja Seim. "Beyond Plain Vanilla: Modeling Joint Product Assortment and Pricing Decisions," *Quantitative Marketing & Economics* 7(2), 2009 (lead article; honorable mention, 2010 Dick Wittink Best Paper prize).

Economides, Nicholas, Katja Seim and V. Brian Viard. "Quantifying the Benefits of Entry into Local Phone Service," *RAND Journal of Economics* 38(3), 2008.

Lambrecht, Anja, Katja Seim and Bernd Skiera. "Does Uncertainty Matter? Consumer Behavior under Three-Part Tariffs," *Marketing Science* 26(5), 2007.

Seim, Katja. "An Empirical Model of Firm Entry with Endogenous Product-Type Choices," *RAND Journal of Economics* 37(3), 2006.

Falk, Martin and Katja Seim. "The Impact of Information Technology on High-Skilled Labor in Services: Evidence from Firm-Level Panel Data," *Economics of Innovation and New Technology* 10(4), 2001.

Falk, Martin and Katja Seim. "Workers' skill level and information technology: a censored regression model," *International Journal of Manpower* 22(1/2), 2001.

## **ARTICLES**

Cheema, Amar, Yuxin Chen, Gregory Crawford, Kartik Hosanagar, Raghuram Iyengar, Oded Koenigsberg, Anja Lambrecht, Robin Lee, Eugenio Miravete, Ozge Sahin, Katja Seim and Naufel Vilcassim. "Price Discrimination in Service Industries," *Marketing Letters* 23, 2012.

Aguirregabiria, Victor, Patrick Bajari, Michaela Draganska, Liran Einav, Paul Ellickson, Dan Horsky, Sanjog Misra, Sridhar Narayanan, Yesim Orhun, Peter Reiss, Katja Seim, Vishal Singh, Raphael Thomadsen and Ting Zhu. "Discrete Choice Models of Firms' Strategic Decisions," *Marketing Letters* 19, 2008.

Fletcher, Amelia et al "Consumer Protection for Online Markets and Large Digital Platforms," Tobin Center Policy Paper #1, Yale University

Heidhues, Paul et al "More Competitive Search Through Regulation," Tobin Center Policy Paper #2, Yale University

Cremer, Jacques, et al "Fairness and Contestability in the Digital Markets Act," Tobin Center Policy Paper #3, Yale University

Scott Morton, Fiona et al "Equitable Interoperability: The "Super Tool" Of Digital Platform Governance," Tobin Center Policy Paper #4, Yale University

Schnitzer, Monika et al "International Coherence In Digital Platform Regulation: An Economic Perspective On The US And EU Proposals," Tobin Center Policy Paper #5, Yale University

## **WORKING PAPERS**

Miravete, Eugenio, Katja Seim, and Jeff Thurk. "The Welfare Consequences of Nominal Excise Taxation", 2021.

Doraszelski, Ulrich, Katja Seim, Michael Sinkinson, and Peichun Wang. "Ownership Concentration and Strategic Supply Reduction," 2019, NBER WP 23034.

Seim, Katja, Maria Ana Vitorino, and David Muir. "Drip Pricing When Consumers Have Limited Foresight: Evidence from Driving School Fees," 2017.

## **RESEARCH IN PROGRESS**

Miravete, Eugenio, Katja Seim, and Jeff Thurk. "Demand Curvature in Discrete Choice Demand Models".

Miravete, Eugenio, Katja Seim, and Jeff Thurk. "Wholesale Market Power and the Limited Profitability of Retail Zone Pricing".

Seim, Katja, and Kevin Williams. "Multi-unit franchising: the case of Subway".

Houde, Jean - Francois, Peter Newberry, and Katja Seim. "The Impact of Distance and Taxes on Amazon".

## **PROFESSIONAL ACTIVITIES**

- Editorial Service

- Co-Editor, American Economic Review, 2022 – present.

- Co-Editor, RAND Journal of Economics, 2017 – 2021.

- Co-Editor, Quantitative Marketing and Economics, 2020 – 2021.

- Associate Editor, American Economic Review, 2021; RAND Journal of Economics, 2015 – 2017; Journal of the European Economic Association, 2014 – 2017; European Economic Review, 2012 – 2015.

- Board of Editors, AEJ: Microeconomics, 2013 – 2017.

- Conference Organization

- Organizer, Cowles Conference on Models and Measurement, 2022.

- Program Chair, International Industrial Organization Conference, 2021.

- Organizer, NBER Industrial Organization Program Winter Meeting, 2016.

- Scientific committee member

- Quantitative Marketing and Economics Conference, 2009, 2021

- 13th Annual Northwestern Antitrust Economics Conference, 2021

- EARIE Annual Meeting, 2019, 2021, 2022

- Int'l Industrial Organization Conference, 2013–2016, 2019–2020

- 11th Annual Microeconomics Conference, Federal Trade Commission, 2018

- North American Summer Meetings of the Econometric Society, 2016

- North American Winter Meeting of the Econometric Society, 2014

- Mgmt & Economics of ICT Conference Munich, 2012.

- Department and University Service

- Yale University – Department of Economics/School of Management: Junior Recruiting Committee, 2020-21; Honor Committee, 2019–2022; Director, Cowles Foundation Program on Industrial Organization, 2020-22

- Yale University – University: Member, Standing Advisory and Appointments Committee for the School of Forestry & Environmental Studies, 2019–2022.

- University of Pennsylvania – BEPP Department: Undergraduate Advisor, 2012–present; Chair Selection Committee, 2009, 2018; Recruiting Committee, 2008–2010, 2015–2017; Quintennial Review Committee, 2016; Diversity Search Advisor 2014; Applied Economics Seminar, 2006–2011.

- University of Pennsylvania – Wharton School: MBA Executive Committee, 2010, 2012, 2013, 2017; Analytics Committee, 2015; Dean's Advisory Council, 2011, 2014.

- Other

- Member, Advisory Council for the Brookings Center on Regulations and Markets

## SEMINAR AND CONFERENCE PRESENTATIONS

### *Invited Academic Research Presentations (since 2016)*

2022, ASSA Annual Meeting (discussant); UNC/Duke joint seminar; UBC Summer IO Conference.

2021, Harvard Business School; Bocconi University; University of Toronto; Sciences Po; JIE/CEPR Conference on Applied Industrial Organisation (discussant); Cowles Conference on Models and Measurement (discussant); Directorate General for Competition, European Commission; ITAM; Hong Kong University of Science and Technology.

2020, Harvard / MIT joint seminar; University of East Anglia; FTC Microeconomics Conference (discussant); Center for Research in Economics and Statistics (CREST)/ENSAE Paris.

2019, ASSA Annual Meeting (presenter and discussant); NBER IO Meetings (discussant); CIREQ Montreal Applied Economics Workshop; Toulouse School of Economics; Ohio State University; Federal Trade Commission.

2018, University of British Columbia; Washington University St. Louis, Texas A&M University; FTC Micro Conference.

2017, Yale University SOM; Johns Hopkins; Indiana University Kelley School; University of Virginia; Georgetown University; Board of Governors; CEPR Industrial Organization Program Meeting (discussant); Cornell-Penn State Conference on Econometrics and IO.

2016, Harvard Business School Digital Seminar; Carnegie Mellon University; London School of Economics; UC Davis; Federal Communications Commission; IIOC (discussant); Triangle Microeconomics Conference; ZEW Conference on the Economics of ICT; HEC-Montreal IO Conference.

### *Other Speaking Engagements*

- Keynote speaker, EARIE 2022, Vienna
- Invited speaker, NBER Digitization Tutorial, 2022
- Panelist, DERN-JRC DMA Workshop, 2021

## TEACHING AND ADVISING

- Courses Taught

*Industrial Organization*, Yale Economics Ph.D. (2020-2022)

*Regulation in the Modern Economy: Theory and Practice*, Yale School of Management MBA (2019, 2021)

*Probability Modeling & Statistics*, Yale School of Management MBA (2019-2022)

*Intro. to Bus. Economics and Public Policy*, Wharton MBA & Undergraduate (2015-2018)

*Firms, Markets, and Public Policy*, Wharton MBA & Undergraduate (2010, 2013, 2018)

*Managerial Economics*, Wharton MBA & Undergraduate Core (2006-2011, 2013, 2017)

*Industrial Organization and Competition Policy*, Wharton Ph.D. (2007, 2009, 2015)

*Data and Decisions*, Stanford GSB MBA Core (2001-2004)

*Economics of Strategy and Organization*, Stanford GSB Ph.D. (2003, 2005)

- PhD Student Advising (\*indicates Primary Advisor; initial placement)

*Ongoing*: Michael Sullivan (Yale Economics; exp. 2023); Yue Qi and Fernando Ferreira (Yale Economics; exp. 2025); Aslihan Asil and Fei Teng (Yale SOM; exp. 2025); Miho Hong and Vanya Klenowski (Yale Economics; exp. 2026).

*2021*: Joao Granja (Penn Economics Dept.) University College London.

*2020*: Mallick Hossain (Penn Economics Dept.) Federal Reserve, Philadelphia; Minshen Li (Penn Economics Dept.), JD.com.

*2019*: Takeaki Sunada (Penn Economics Dept.), University of Rochester.

*2018*: Garrett Hagemann (Texas Economics Dept.), Amazon; Ben Rosa (Penn Economics Dept.), Virginia Tech.

*2017*: \*Kristijan Gjorgjevik (Penn Economics Dept.), Cornerstone Research; Peichun Wang (BEPP Dept.), Microsoft Research; Jin Soo Han (BEPP Dept.).

2016: Cinthia Konichi-Paulo (BEPP Dept.), NERA; Ellie Prager (Health Care Mgmt Dept.), Kellogg School of Mgmt; Yanhao Wei (Penn Economics Dept.), USC Marshall School.

2010-2014: Walter Theseira (BPUB Dept.), Nanyang Technological University, Singapore; \*Benjamin Shiller (BPUB Dept.), Brandeis University; Andrew Mulcahy (Health Care Management Dept.), RAND; Andrew Paciorek (Real Estate Dept.), Board of Governors; Naoki Wakamori (Penn Economics Dept.), Bank of Canada; You Kim (Penn Economics Dept.), Board of Governors; \*David Muir (BEPP Dept.), University of Delaware; \*Daniel Sacks (BEPP Dept.), Indiana Kelley School of Business.

#### **INVITED COURSES AND VISITING POSITIONS**

- Shanghai University of Finance & Economics Summer School in Industrial Organization: Lecturer, Summer 2016.
- University of Pretoria, Economics Department: Academic Visitor, Spring 2014.
- Ifo Institute, Munich: Visiting Research Scholar, August 2011.
- University of Zurich: PhD Seminar, Empirical Models of Market Structure, Summer 2010.

#### **AWARDS, FELLOWSHIPS, AND GRANTS**

- Sloan Foundation grant “Digital Markets,” 2021, with co-PIs Dirk Bergemann and Fiona Scott Morton
- Wharton Public Policy Initiative, 2013; Dean’s Research Fund, 2010-2013; Entrepreneurship and Family Business Research Centre, 2010; Global Initiatives Research Program, 2010, 2012; Mack Center for Technological Innovation, 2007-2009, 2011.
- Provost’s Undergraduate Research Mentorship Program research grant, 2009, 2015.
- Fall 2018 Wharton School Award for Outstanding Teaching; Fall 2011 “Tough but we’ll thank you in five years” MBA Core Teaching Award.
- Honorable Mention, 2010 Dick Wittink Best Paper Prize, QME.