

Curriculum Vitae

Esther Gal-Or

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ACADEMIC DEGREES

1975 - B.Sc. in Economics, Technion, Israel (summa cum laude).
1977 - M.Sc. in Economics, Technion, Israel.
1980 - Ph.D. in Managerial Economics and Decision Theory, Kellogg Graduate School of Management, Northwestern University.

ACADEMIC APPOINTMENTS

1980 - 1983: Assistant Professor, Graduate School of Business, University of Pittsburgh.
1983 - 1985: Lecturer, Faculty of Industrial Engineering and Management, Technion.
1985 - 1990: Associate Professor, Katz School of Business, University of Pittsburgh.
1990 - 1996: Professor, Katz School of Business and Dept. of Economics, University of Pittsburgh.
Winter 1999 Visiting Professor, Kellogg School of Management, Northwestern University
1996- Glenn E. Stinson Chair in Competitiveness, Katz School of Business, University of Pittsburgh.
2002-2007 Associate Dean of Research, Katz School of Business, University of Pittsburgh.

AWARDS

Northwestern University Doctoral Student Fellowship: 1977 - 1980.
University of Pittsburgh 1989 President's Distinguished Research Award.
Fellow, the International Journal of Industrial Organization.
Katz School Excellence in Teaching Certificate 2001.
Listed in Who's Who in America, Who's Who in the East, Who's Who in Finance and Industry, Who's Who in American Education, Who's Who of Emerging Leaders in America, Dictionary of International Biography, and in Who's Who of Women in the World.

GRANTS

"Oligopolistic Information Transmission and Non-Price Competition," National Science Foundation, 1985-1987.
"Optimal Contracts in Oligopolistic Agency Models with Incomplete Information," National Science Foundation, 1990-1992.
"The Industrial Organization of Health Care Markets," Agency for Health Care Policy and Research, 1994-1995.
"Quality Competition and Cost Containment in Health Care Markets," National Science Foundation, 1994-1996.
"Improved Bargaining Position in Negotiations as a Motive for Mergers and Exclusionary Practices," National Science Foundation, 1999-2001.

EDITORIAL SERVICE

Editor : European Economic Review
Co-editor: Journal of Economics and Management Strategy
Past Editorial Positions - Associate Editor: International Journal of Industrial Organization, Journal of Industrial Economics, Review of Accounting Studies. Editorial Board: Marketing Science.

National Science Foundation Economics Panel, 1999-2001

Ad-hoc Referee: American Economic Review, Canadian Journal of Economics, Econometrica, Economica, Economic Inquiry, Economic Journal, European Economic Review, International Economic Review, International Journal of Industrial Organization, Journal of Comparative Economics, Journal of Economic Behavior and Organization, Journal of Economic Theory, Journal of Economics, Journal of Economics and Management Strategy, Journal of Industrial Economics, Management Science, Mathematical Reviews, Quarterly Journal of Economics, Review of Economic Studies, The Rand Journal of Economics, and NSF Proposals.

LIST OF SCIENTIFIC AND PROFESSIONAL PUBLICATIONS

Original papers in professional journals with referees:

"The Behavior of a Labor Managed Firm in a Market Economy," with M. Landsberger and A. Subotnik, *Journal of Comparative Economics*, pp. 158-172, 1980.

"Hotelling's Spatial Competition as a Model of Sales," *Economic Letters*, pp.1-6, 1982.

"Sales and Risk Averse Consumers," *Economica*, pp. 477-483, 1983.

"Quality and Quantity Competition," *Bell Journal of Economics*, pp. 590-600, 1983.

"Price Dispersion with Uncertain Demand," *International Economic Review*, pp. 441- 457, 1984.

"Information Sharing in Oligopoly," *Econometrica*, pp. 329-343, 1985.

"Differentiated Industries without Entry Barriers," *Journal of Economic Theory*, pp. 310-339, 1985.

"First Mover and Second Mover Advantages," *International Economic Review*, pp. 649-653, 1985.

"Information Transmission - Cournot vs. Bertrand," *Review of Economic Studies*, pp. 85-92, 1986. Reprinted in Cournot Oligopoly, pp. 342-352, edited by Andrew F. Daughety, Cambridge University Press, 1988.

"First Mover Disadvantages with Private Information," *Review of Economic Studies*, pp. 279-292, 1987.

"Strategic vs. Nonstrategic Differentiation," *Canadian Journal of Economics*, pp. 340-356, 1987.

"Oligopolistic Nonlinear Tariffs," *International Journal of Industrial Organization*, pp. 199-221, 1988. Reprinted in The Economics of Price Discrimination, edited by George Norman, Edward Elgar Publishing, 1999.

"The Informational Disadvantages of Horizontal Mergers," *International Economic Review*, pp. 639-661, 1988.

"The Advantages of Imprecise Information," *Rand Journal of Economics*, pp. 267-275, 1988.

"Exit with Incomplete Information about Cost," *Information Economics and Policy*, pp. 241-263, 1988.

"Warranties as a Signal of Quality," *Canadian Journal of Economics*, pp. 50-61, 1989.

"Excessive Retailing at the Bertrand Equilibria," *Canadian Journal of Economics*, pp. 294-309, 1990.

"Does Increased Efficiency Require Tighter Control?", in *Optimal Decisions in Markets and Planned Economies*, pp. 107-116, edited by Richard E. Quandt and Dusan Triska, Westview Press, Boulder, Colorado, 1990.

Book review, *Bayesian Analysis and Uncertainty in Economic Theory*, by Cyert and Degroot, *Journal of Economic Literature*, pp. 1190-1191, 1990.

"A Common Agency with Incomplete Information," *Rand Journal of Economics*, pp. 274-286, 1991.

"Vertical Restraints with Incomplete Information," *Journal of Industrial Economics*, pp. 503-516, 1991.

"Optimal Franchising in Oligopolistic Markets with Uncertain Demand," *International Journal of Industrial Organization*, pp. 343-364, 1991.

"Duopolistic Vertical Restraints," *European Economic Review*, pp. 1237-1253, 1991.

"Vertical Integration in Oligopoly," *Journal of Law, Economics, and Organization*, pp. 377-393, 1992.

"Regulatory Regimes in the Electric Power Industry: Implications for Capacity," with Michael H. Spiro, *Journal of Regulatory Economics*, pp. 263-278, 1992.

"Job Security and Product Market Competition," *Journal of Economics and Management Strategy*, pp. 313-337, 1992.

"Internal Organization and Managerial Compensation in Oligopoly," *International Journal of Industrial Organization*, pp. 157-183, 1993.

"Strategic Cost Allocation," *Journal of Industrial Economics*, pp. 387-402, 1993.

"Excessive Investment in Hospital Capacities," *Journal of Economics and Management Strategy*, pp. 53-70, 1994.

"Departmentalization and Stochastic Dissimilarity," *European Economic Review*, pp. 293-317, 1995.

"Correlated Contracts in Oligopoly," *International Economic Review*, pp. 75-100, 1995.

"Maintaining Quality Standards in Franchise Chains," *Management Science*, pp. 1774-1792, 1995.

"Women's Contribution to Industrial Organization," *CSWEP Newsletter*, Spring 1996.

"Multiprincipal Agency Relationships as Implied by Product Market Competition," *Journal of Economics and Management Strategy*, pp. 235-256, 1997.

"Exclusionary Equilibria in Health Care Markets," *Journal of Economics and Management Strategy*, pp. 5-43, 1997.

"Does Empowerment Lead to Higher Quality and Profitability?" with Raphael Amit, *Journal of Economic Behavior and Organization*, pp. 411-431, 1998.

"Vertical Integration or Separation of the Sales Function as Implied by Competitive Forces," *International Journal of Industrial Organization*, pp. 641-662, 1999.

"Mergers and Exclusionary Practices in Health Care Markets," *Journal of Economics and Management Strategy*, pp. 315-350, 1999.

"Optimal Reimbursement and Malpractice Sharing Rules in Health Care Markets," *Journal of Regulatory Economics*, pp. 237-265, 1999.

"The Profitability of Vertical Mergers Between Hospitals and Physician Practices," *Journal of Health Economics*, pp. 623-654, 1999.

"Quality Competition Versus Uninsurance in Health Care Markets," *Advances in Applied Microeconomics*, pp. 1-43, edited by Michael Baye, JAI Press Inc., 1999.

"Flexible Manufacturing Systems and the Internal Structure of the Firm," *International Journal of Industrial Organization*, pp. 1061-1096, 2002.

"Negotiations and Exclusivity Contracts for Advertising," with Anthony Dukes, *Marketing Science*, pp. 222-245, 2003.

"Minimum Differentiation in Commercial Media Markets," with Anthony Dukes, *Journal of Economics and Management Strategy*, pp. 291-325, 2003.

"Evaluating the Profitability of Product Bundling in the Context of Negotiations," *Journal of Business*, pp. 639-373, 2004.

"The Economic Incentives for Sharing Security Information," with Anindya Ghose, *Information System Research*, pp.186-208, 2005.

"Customized Advertising via a Common Media Distributor," with Mordechai Gal-Or, *Marketing Science*, pp.241-253, 2005.

"On the Profitability of Media Mergers," with Anthony Dukes, *Journal of Business*, pp.489-525, 2006.

"Channel Bargaining with Retailer Asymmetry," with Anthony Dukes and Kannan Srinivasan, *Journal of Marketing Research*, pp.84-97, 2006.

"Targeted Advertising Strategies on Television, " with Mordechai Gal-Or, Jerrold May, and William Spangler, *Management Science*, pp.713-725, 2006.

"Optimal Information Revelation in Procurement Schemes," with Mordechai Gal-Or and Anthony Dukes, *Rand Journal of Economics*, pp. 400-418, 2007.

"Information Sharing in a Channel with Partially Informed Retailers," with Tansev Geylani and Anthony Dukes, *Marketing Science*, pp. 642-658, 2008.

"Quantity Discounts in Differentiated Consumer Product Markets," with Rama Subramaniam, *Marketing Science*, pp. 180-192, 2009.

"When Should a Service Provider Employ a 'Name Your Own Price' Channel?" with Tuo Wang and Rabikar Chatterjee, *Management Science*, Forthcoming.

"Compatibility and Proprietary Standards: The Impact of Conversion Technologies in IT-Markets with Networks Effects," with Zhechou Liu, Chris Kemerer, and Michael Smith, *Information Systems Research*, Forthcoming.

Submitted for publication:

"Pricing Practices of Resellers in the Airline Industry: Posted Price vs. Name-Your-Own-Price Mechanisms," 2008.

"When Should Firms Expand Their Business? An Analysis of the Signaling Implications of Expansion," with Ana Espinola-Arredondo and Felix Munoz-Garcia, 2008.

"A Mixed-Bundling Pricing Strategy for the TV Advertising Market," with Mihai Banciu and Prakash Mirchandani, 2009.

"The Mitigating Impact of Advertising on Media Bias," with Tansev Geylani and Tuba Pinar Yildirim, 2009.

PARTICIPATION IN INTERNATIONAL CONFERENCES

A. Presentation of Papers

"Intertemporal Price Discrimination and Competition," Econometric Society Summer Meeting, 1982.

"Quality and Quantity Competition," American Economic Association Winter Meeting, 1982.

"Information Sharing in Oligopoly," Econometric Society Summer Meeting, 1983.

"Oligopolistic Coordination as Facilitated by a Competitive Stock Market," Fifth World Congress of the Econometric Society, 1985.

"Incomplete Information as a Vehicle for Implicit Coordination," Econometric Society Summer Meeting, 1986.

"The Advantage of Imprecise Information," Econometric Society Winter Meeting, 1987.

"Duopolistic Vertical Restraints," Conference on Vertical Restraints held at Department of Economics, Harvard University, September 1987 (invited paper).

"Does Increased Efficiency Require Tighter Control?," MicroModels, 1989, Prague, Czechoslovakia (invited paper).

"Vertical Separation in Oligopoly," American Economic Association Winter Meeting, 1989 (invited paper).

"A Common Agency with Incomplete Information," Sixth World Congress of the Econometric Society, 1990.

"Competitive Franchise Contracts with Asymmetric Information," 1991 Summer Conference on Industrial Organization, Strategic Management, and International Competitiveness, University of British Columbia(invited paper).

"Excessive Investment in Hospital Capacities," The Industrial Organization of Health Care, 1993, Osgood Hill Conference Center, N. Andover, MA (invited paper).

"Vertical Integration or Separation of the Sales Function as Implied by Competitive Forces," 1994 Conference held at Universidad Autonoma de Barcelona (invited paper).

"Vertical Integration or Separation of the Sales Function as Implied by Competitive Forces 1995 Summer Conference University of British Columbia (invited paper).

"Optimal Reimbursement and Malpractice Reform in Health Care Markets," The Industrial Organization of Health Care, 1995, Boston University and Management Science Group Department of Veterans' Affairs. (invited paper).

"Exclusionary Equilibria in Health Care Markets," *INFORMS*, November 1996, Atlanta, GA (invited paper).

"Exclusionary Equilibria in Health Care Markets," *American Economic Association*, Winter Meeting, January 1998, Chicago, IL.

"Negotiations and Exclusivity Contracts for Advertising," Third Nordic Workshop in Industrial Organization (NORIO III), June 2001, Helsinki, Finland (keynote speaker).

"The Economic Consequences of Sharing Security Information," Second Annual Workshop on Economics and Information, May 2003, University of Maryland, MD.

"Exclusivity Contracts in Advertising," Conference in honor on Morton Kamien and 35 years of MEDS, September 2003, Northwestern University.

"Mergers in the Media Market," Conference in honor of Michael Lansberger, December 2003, University of Haifa.

"Best Practices for Online Procurement Intermediaries," Hawaii International Conference on System Sciences, January 2005.

"When Does a 'Name Your Own Price' Channel Make Sense for Service Providers?" Centre of Industrial Economics Workshop, University of Aarhus, Denmark, October 2005.

B. Discussant and/or Session Chair

Discussant, Econometric Society Winter Meeting, 1982.

Discussant, American Economic Association Winter Meeting, 1986.

Session Chair, Econometric Society Winter Meeting, 1986.

Discussant, Econometric Society Summer Meeting, 1988.

Discussant, Econometric Society Winter Meeting, 1988.

Discussant, American Economic Association Winter Meeting, 1990.

Program Organizer, Midwest Mathematical Economics Conference, 1992.

Discussant, Fifth Annual Health Economics Conference, 1994

Discussant, Third Annual Northeast Regional Research Symposium, 1994

SEMINAR PRESENTATIONS

Kellogg Graduate School of Management, Northwestern University, April 1986.

Department of Economics, University of Pennsylvania, September 1986.

Department of Economics, Ohio State University, October 1986.

Department of Economics, University of Houston, December 1986.

Department of Economics, University of California at Davis, October 1987.

Department of Economics, University of Iowa, November 1987.

Department of Economics, Rutgers University, December 1987.

Department of Economics, Rochester University, December 1987.

Department of Economics, University of California at Irvine, January 1988.

Graduate School of Management, Rutgers University, January 1988.

Department of Economics, SUNY at Buffalo, February 1988.

Department of Economics, University of Arizona, February 1988.

Department of Economics, North Carolina State University, March 1988.

Department of Economics, Arizona State University, October 1988.

Department of Economics, University of Toronto, November 1990.

Kellogg Graduate School of Management, Northwestern University, January 1992.

Department of Economics, Washington University at St. Louis, April 1992.

Department of Economics, Emory University, February 1993.

Department of Economics, University of Virginia, March 1993.

Instituto De Analisis Economico, CSIC, Universidad Autonoma de Barcelona, November 1994.

School of Hygiene and Public Health, Johns Hopkins University, March 1995.

School of Business, Pennsylvania State University, March 1995.

Olin School of Business, Washington University at St. Louis, December 1995.

School of Business, University of Rochester, September 1997.

Department of Economics, University of Colorado, April 1998.
Kelley School of Business, Indiana University, Bloomington, March 1999.
Department of Economics, Bristol University, Bristol, UK, June 2000.
School of Business, Hong Kong University of Science and Technology, Hong Kong, March 2002.
School of Business, Columbia University, April 2006.
School of Business, Southwest Jiaotong University, Chengdu, China, May 2006.
School of Business, Yale School of Management, March 2009.

DOCTORAL STUDENTS

Dan Gerlowski, Department of Economics, 1986-1987.
Neal Becker, Department of Economics, 1987-1988.
Arijit Mukerji, The Joseph M. Katz Graduate School of Business, 1987-1991.
Chris Rasmussen, Department of Economics, 1988-1994.
Swaminathan Sridharan, The Joseph M. Katz Graduate School of Business, 1989-1990.
Robert Sinclair, Department of Economics, 1990-1993.
Theodore To, Department of Economics, 1990-1992.
Xiaolin Xing, Department of Economics, 1991-1992.
Suzan Garvin, Department of Economics, 1992-1993.
Curtis Eberwein, Department of Economics, 1992-1994.
Ling Li, Department of Economics, 1992-1994.
Po-Hung J. Fan, The Joseph M. Katz Graduate School of Business, 1993-1996.
Rick Harbaugh, Department of Economics, 1995-1997.
Roy Sembel, The Joseph M. Katz Graduate School of Business, 1995-1997.
Lynn Doran, The Joseph M. Katz Graduate School of Business, 1995-1997.
Janos Illessy, The Joseph M. Katz Graduate School of Business, 1995-1998.
Nandini Gupta, Department of Economics, 1998-2000.
Anthony Dukes, Department of Economics, 1999-2001.
Seung Jae Shin, School of Information Science, 2001-2003.
Baozhi Qu, Department of Economics, 2002-2004.
Tuo Wang, The Joseph M. Katz Graduate School of Business, 2002-2004.
Ramanathan Subramaniam, The Joseph M. Katz Graduate School of Business, 2003-2005.
Yadviga Semikolenova, Department of Economics, 2003-2006.
Hadi Yektas, Department of Economics, 2005-2006.
Sinkyoo Han, Department of Economics, 2005-2006.
Yong Sui, Department of Economics, 2006-2008
Cem Karaman, Department of Economics, 2006-2008
Yong Ju, Department of Economics, 2006-2008
Zhechao Liu, The Joseph M. Katz Graduate School of Business, 2006-2008
Ana Espinola-Arendondo, Department of Economics, 2007-2008
Felix Munoz-Garcia, Department of Economics, 2007-2008
Mihai Banciu, The Joseph M. Katz Graduate School of Business, 2006-
Tuba Pinar Yildirim, The Joseph M. Katz Graduate School of Business, 2009-