

# Steven Tadelis

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University of California Berkeley  
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## Employment

- 07/2016–present Professor of Economics, Business and Public Policy,  
James J. and Marianne B. Lowrey Chair in Business  
UC Berkeley, Haas School of Business, CA
- 07/2016–08/2017 VP, Economics and Market Design, Amazon Inc., Seattle, WA
- 07/2015–6/2016 Professor of Economics, Business and Public Policy,  
Joe Shoong Chair in International Business, UC Berkeley, Haas School of Business, CA
- 07/2005–06/2015 Associate Professor of Business and Public Policy, UC Berkeley, Haas School of Business, CA
- 08/2011–08/2013 Sr. Director, Distinguished Economist, eBay Research Labs, San Jose, CA
- 09/2012–12/2012 Visiting Professor of Economics, Columbia University GSB, New York, NY
- 01/2010–03/2010 Visiting Professor of Economics, MIT Sloan School, Cambridge, MA
- 11/2006–1/2009 Associate Dean for Strategic Planning, UC Berkeley, Haas School of Business, CA
- 09/2003 Visiting Assistant Professor of Economics, Arizona State University, Tempe, AZ
- 07/1997–06/2005 Assistant Professor of Economics, Stanford University, Stanford, CA

## Education

Harvard University, Cambridge, MA USA: M.A. Economics, 1994; Ph.D. Economics, 1997.

Technion, Haifa, Israel: M.Sc. Economics (with Special Honors), 1992

University of Haifa, Haifa, Israel: B.A. in Economics (with Special Honors), 1991

## Professional Affiliations

Research Fellow, Centre for Economic Policy Research (CEPR), 2015–present

Research Associate, National Bureau of Economic Research (NBER), 2014–present

## Publications

### *Journal Articles*

1. "ON THE EMPIRICAL CONTENT OF CHEAP-TALK SIGNALING: AN APPLICATION TO BARGAINING,"  
with Matthew Backus and Tom Blake.  
*The Journal of Political Economy*. Forthcoming. (2018)
2. "REPUTATION AND FEEDBACK SYSTEMS IN ONLINE PLATFORM MARKETS,"  
*Annual Review of Economics*, 8(1):321-340 (2016)
3. "RETURNS TO CONSUMER SEARCH: EVIDENCE FROM EBAY," with Tom Blake and Chris Nosko.  
*17th ACM Conference on Electronic Commerce*, (EC 2016) pp.531-545 (2016)

4. "THE ECONOMICS OF REPUTATION AND FEEDBACK SYSTEMS IN eCOMMERCE MARKETPLACES," *IEEE Internet Computing*, 20(1):12-19 (2016)
5. "CANARY IN THE E-COMMERCE COAL MINE: DETECTING AND PREDICTING POOR EXPERIENCES USING BUYER-TO-SELLER MESSAGES," with Dmitriy Masterov and Uwe Mayer *16th ACM Conference on Electronic Commerce*, (EC 2015) pp.12-19 (2015)
6. "IS SNIPING A PROBLEM FOR ONLINE AUCTION MARKETS?," with Matthew Backus, Tom Blake and Dmitriy Masterov *Proceedings of the 24th ACM International World Wide Web Conference*, (WWW24) pp.12-19 (2015)
7. "INFORMATION DISCLOSURE AS A MATCHING MECHANISM: THEORY AND EVIDENCE FROM A FIELD EXPERIMENT," with Florian Zettelmeyer *American Economic Review*, 105(2):886-905 (2015)
8. "CONSUMER HETEROGENEITY AND PAID SEARCH EFFECTIVENESS: A LARGE SCALE FIELD EXPERIMENT," with Chris Nosko and Tom Blake *Econometrica*, 83(1):155-174 (2015)  
**Finalist: 2016 ISMS/MSI Gary Lilien Marketing Science Practice Prize**
9. "HARNESSING NATURALLY-OCCURRING DATA TO MEASURE THE RESPONSE OF SPENDING TO INCOME," with Michael Gelman, Shachar Kariv, Matthew D. Shapiro and Dan Silverman *Science*, 345(6193):212-215 (2014)
10. "BIDDING FOR INCOMPLETE CONTRACTS: AN EMPIRICAL ANALYSIS," with Pat Bajari and Stephanie Houghton *American Economic Review*, 104(4):1288-1319 (2014)
11. "PUBLIC PROCUREMENT DESIGN: LESSONS FROM THE PRIVATE SECTOR," *International Journal of Industrial Organization*, 30(3):297-302 (2012)
12. "A THEORY OF MORAL PERSISTENCE: CRYPTO-MORALITY AND POLITICAL LEGITIMACY," with Avner Greif *Journal of Comparative Economics*, 38(3):229-244 (2010)  
**Recipient: Montias prize - best article published in JCE in 2010-2011**
13. "CONTRACTING FOR GOVERNMENT SERVICES: THEORY AND EVIDENCE FROM U.S. CITIES," with Jonathan Levin *Journal of Industrial Economics*, 58(3):507-541 (2010)
14. "AUCTIONS VERSUS NEGOTIATIONS IN PROCUREMENT: AN EMPIRICAL ANALYSIS," with Pat Bajari and Rob McMillan *Journal of Law, Economics and Organization*, 25(2):372-399 (2009)
15. "SELLER REPUTATION," with Heski Bar-Isaac *Foundations and Trends in Microeconomics*, 4(4):273-351(2008)
16. "THE INNOVATIVE ORGANIZATION: CREATING VALUE THROUGH OUTSOURCING," *California Management Review*, 50(1):261-277 (2007)
17. "PROFIT SHARING AND THE ROLE OF PROFESSIONAL PARTNERSHIPS," with Jonathan Levin *Quarterly Journal of Economics*, 120(1):131-172 (2005)
18. "FIRM REPUTATIONS WITH HIDDEN INFORMATION," *Economic Theory*. 18(2):537-553 (2003)
19. "THE MARKET FOR REPUTATIONS AS AN INCENTIVE MECHANISM," *The Journal of Political Economy*. 110(4):854-882 (2002)

20. "COMPLEXITY, FLEXIBILITY AND THE MAKE OR BUY DECISION,"  
*American Economic Review Papers and Proceedings*. 92(2):433-437 (2002)
21. "INCENTIVES VERSUS TRANSACTIONS COSTS: A THEORY OF PROCUREMENT CONTRACTS," with Pat Bajari  
*Rand Journal of Economics*, 32(3):387-407 (2001)
22. "WHAT'S IN NAME? REPUTATION AS A TRADEABLE ASSET,"  
*American Economic Review*. 89(3):548-563 (1999)
23. "PARETO OPTIMALITY AND OPTIMISTIC STABILITY IN REPEATED EXTENSIVE FORM GAMES,"  
*Journal of Economic Theory*. 69(2):270-299 (1996)

### *Book Chapters and Invited Papers*

24. "HOW ARTIFICIAL INTELLIGENCE AND MACHINE LEARNING CAN IMPACT MARKET DESIGN," with Paul R. Milgrom  
in A. Agarwal, J. Gans and A. Goldfarb (Eds.) *The Economics of Artificial Intelligence: An Agenda*. University of Chicago Press. Forthcoming. (2018)
25. "TWO-SIDED eCOMMERCE MARKETPLACES AND THE FUTURE OF RETAILING,"  
in E. Baskar (Ed.) *Handbook on the Economics of Retail and Distribution*. Edward Elgar Publishing. (2016)
26. "PROPERTY RIGHTS AND TRANSACTION COSTS THEORIES,"  
in Aghion, P., M. Dewatripont, P. Legros and L. Zingales (Eds.) *The Impact of Incomplete Contracts on Economics*. Oxford University Press. (2016)
27. "TRANSACTION COST ECONOMICS," with Oliver E. Williamson  
in R. Gibbons and J. Roberts (Eds.) *Handbook of Organizational Economics*. Princeton University Press. (2012)
28. "JONATHAN LEVIN: 2011 JOHN BATES CLARK MEDALIST," with Liran Einav  
*Journal of Economics Perspectives*, 26(2), 207-222 (2012)
29. "A TRIBUTE TO OLIVER WILLIAMSON: WILLIAMSON'S CONTRIBUTION AND ITS RELEVANCE TO 21ST CENTURY CAPITALISM,"  
*California Management Review*, 52(2):159-166 (2010)
30. "INCENTIVES AND TRANSACTION COSTS IN PUBLIC PROCUREMENT,"  
in C. Menard and M. Ghertman (Eds.) *Regulation, Deregulation & Reregulation*. Edward Elgar Publishing. (2009)
31. "INCENTIVES AND AWARD PROCEDURES: COMPETITIVE TENDERING VS. NEGOTIATIONS IN PROCUREMENT," with Patrick Bajari  
in N. Dimitri, G. Piga and G. Spagnolo (Eds.) *Handbook of Procurement*.

### *Working Papers and Papers Under Review*

32. "HOW DO MANAGERS MATTER? EVIDENCE FROM PERFORMANCE METRICS AND EMPLOYEE SURVEYS IN A FIRM," with Mitchell Hoffman. February 2018
33. "BUYING REPUTATION AS A SIGNAL OF QUALITY: EVIDENCE FROM AN ONLINE MARKETPLACE," with Lingfang (Ivy) Li and Xiaolan Zhou. January 2018
34. "COMMUNICATION AND BARGAINING BREAKDOWN: AN EMPIRICAL ANALYSIS" with with Matthew Backus and Tom Blake. January 2018

35. "THE ECONOMICS OF ALGORITHMIC PRICING: IS COLLUSION REALLY INEVITABLE?" with Kai-Uwe Kuhn. January 2018
36. "EXPECTATION, DISAPPOINTMENT, AND EXIT: REFERENCE-POINT FORMATION IN A MARKETPLACE," with Matthew Backus, Tom Blake and Dmitriy Masterov. January 2017
37. "PRICE SALIENCE AND PRODUCT CHOICE," with Tom Blake, Sarah Moshary and Kane Sweeney. January 2017
38. "CERTIFICATION, REPUTATION AND ENTRY: AN EMPIRICAL ANALYSIS," with Xiang Hui, Maryam Saeedi and Giancarlo Spagnolo. May 2017
39. "THE RESPONSE OF CONSUMER SPENDING TO CHANGES IN GASOLINE PRICES," with Michael Gelman, Yuriy Gorodnichenko, Shachar Kariv, Dmitri Koustas, Matthew D. Shapiro and Dan Silverman. December 2016. NBER working paper no. w22969.
40. "ONLINE MARKETPLACE ADVERTISING AS A SIGNAL OF QUALITY," with Liyun Chen November 2015
41. "HOW INDIVIDUALS SMOOTH SPENDING: EVIDENCE FROM THE 2013 GOVERNMENT SHUTDOWN USING ACCOUNT DATA," with Michael Gelman, Shachar Kariv, Matthew D. Shapiro and Dan Silverman. October 2015
42. "THE LIMITS OF REPUTATION IN PLATFORM MARKETS: AN EMPIRICAL ANALYSIS AND FIELD EXPERIMENT," with Chris Nosko. February 2015
43. "THE POWER OF SHAME AND THE RATIONALITY OF TRUST," March 2011
44. "A COSTLY CONTRACTING APPROACH TO THE ORGANIZATION OF PRODUCTION," with Jonathan Levin. December 2006
45. "APPRENTICESHIPS: HUMAN CAPITAL AND COMPETITIVE SIGNALING IN A DYNAMIC LABOR MARKET," with Antonio Rangel. December 2001
46. "RENEGOTIATION IN AGENCY CONTRACTS: THE VALUE OF INFORMATION," with Ilya Segal. December 1996

### *Books*

1. *Game Theory: An Introduction*. Princeton University Press, 2012.
2. *Solutions to Exercises: Microeconomic Theory*, by A. Mas-Colell, M. Whinston and J.Green. (with Chiaki Hara and Ilya Segal) Oxford University Press, 1996.

### Grants

NSF grant: "Bilateral Bargaining through the Lens of Big Data," (Matt Backus, Brad Larsen and Matt Taddy, co-PIs), 2016-2018 (SES-1629060).

Sloan Foundation grant "Harnessing Naturally-Occurring Data to Study Financial Change of Older Americans," (Mathew D. Shapiro, PI; Daniel Silverman, Shachar Kariv, Steve Tadelis, co-PIs), 2014-2016

Sloan Foundation grant "Database Development Project," (Mathew D. Shapiro, PI; Daniel Silverman, Shachar Kariv, Steve Tadelis, co-PIs), 2012-2014

Yahoo! Faculty Research grant "Shame and Reputation in Online Transactions," 2008

Research Bridging Grant, UC Berkeley "Identifying the Incentive Effects of Shame," 2007-2009

NSF CAREER grant: "The Organization and Reputation of Firms," 2003-2009 (SES-0239844).

NSF grant: “Market Monitoring and Organizational Form,” 2002-2003 (SES-0214555).

NSF grant: “Reputation, Incentives, and Transaction Costs in Firms,” 2000-2002 (SES-0079876).

NSF grant: “Reputation with Hidden Information,” 1999-2000 (SBR-9818981).

## Honors, Awards, & Fellowships

Honorable Mention, Cheit Teaching Award, Full-Time MBA Program, 2010-2011

Montias prize - best article published in the Journal of Comparative Economics in 2010-2011

Barbara and Gerson Bakar Faculty Fellow, UC Berkeley Haas School of Business, 2008-2015

Honorable Mention, Cheit Teaching Award, Full-Time MBA Program, 2006-2007

Phi Beta Kappa Undergraduate Teaching Award, Stanford 2005.

Economics Department Advising Award, Stanford 2002.

National Fellow, Hoover Institution, 1999-2000.

Review of Economic Studies European Tour Speaker, May 1997

Alfred P. Sloan Doctoral Dissertation Fellowship, 1995-1996

Graduate Society Fellowship Term Time Award, Harvard University 1995-1996

Graduate Fellowship, Harvard University 1992-1994

Graduate Fellowship, Technion Graduate School 1991-1992

Merit Scholarship, University of Haifa 1988-1991

## Ph.D. Advising

*Principal or co-Principal Advisor (first placement in parenthesis):*

1. Nhat Le (2000); (Australian National University)
2. Ravi Singh (2003); (Harvard Business School)
3. Ales (Bobby) Filipi (2003); (Bates-White Consulting)
4. Navin Kartik (2004); (UC San Diego)
5. Peter Lorentzen (2007) (UC Berkeley)
6. Ian Larkin (2007) (Harvard Business School)
7. Marina Halac (2009) (Columbia Business School)
8. Rob Seamans (2009) (NYU Stern School of Business)
9. Constanca Esteves-Sorensen (2009) (Yale School of Management)
10. Victor Bennett (2010) (USC Marshall School of Business)
11. Sanny Liao (2010) (Private industry)
12. Vito Sciaraffia (2011) (UT Austin McComb Business School)

13. Amy Nguyen-Chyung (2013) (University of Michigan)
14. Orié Shelef (2013) (Stanford Institute for Economic Policy Research Post Doc)
15. Tarek Ghani (2015) (Washington University, St. Louis)
16. Yujin Kim (2016) (Shanghai University of Science and Technology)
17. Moshe Barach (2016) (Georgetown University)

*Committee member (first placement in parenthesis):*

1. Pablo Ruis-Verdu (2001); (U. Carlos III Spain)
2. Brent Goldfarb (2001); (U. of Maryland)
3. Hongbin Li (2001); (Chinese University of Hong Kong)
4. Luis Rayo (2002); (University of Chicago GSB)
5. David Miller (2004); (UC San Diego)
6. Brian Chen (2009) (Post-Doc at Stanford Law School)
7. Deepak Hegde (2010) (NYU Stern School of Business)
8. Asaf Plan (2010) (Post-Doc at University of Michigan)
9. Dylan Minor (2011) (Northwestern, Kellogg School of Management)
10. Maciej Kotowski (2011) (Harvard Kennedy School)
11. Mitchell Hoffman (2012) (University of Toronto)
12. Valentina Paredes (2013) (University of Chile)
13. Daniel Gross (2015) (Harvard Business School)
14. Christopher Whaley (2016) (RAND corporation)

## Professional Activities

**Referee for:** *American Economic Review, Quarterly Journal of Economics, Journal of Political Economy, Econometrica, American Economic Journal: Applied Economics, Rand Journal of Economics, Review of Economic Studies, Games and Economic Behavior, International Economic Review, International Journal of Industrial Organization, Journal of Economic Theory, Economic Theory, Economics Letters, Journal of Law and Economics, Journal of Law Economics and Organization, Journal of Economics and Management Strategy.*

*Editor/co-Editor*

*Journal of Law, Economics and Organization, 2011-2014*

*Editorial Boards/Associate Editor*

*California Management Review, 2006-2016*

*American Economic Review, 2005-2008*

*International Journal of Industrial Organization, 2005-2008*

*Steering/Scientific/Program Committee Member*

The 18th ACM Conference on Economics and Computation (EC'16), MIT, June 2017

The 17th ACM Conference on Economics and Computation (EC'16), Maastricht, July 2016

The 24th International World Wide Web Conference (WWW 2015), Florence, May 2015

The 15th ACM Conference on Economics and Computation (EC'14), Stanford, June 2014

“Public Procurement and Sustainable Growth,” conference, Venice, October 20-21, 2011

EARIE 2011, Stockholm, Sweden, Sept 1-3, 2011

“First Interdisciplinary Symposium on Reputation Mechanisms in Online Communities”, MIT, April 2003

*Conference co-organizer*

“European Summer Symposium in Economic Theory,” (ESSET), Gersensee, Switzerland, summer 2015

“Private and Public Sector Contracting,” SITE, Stanford, summer 2004

“Incentives in Markets and Organizations,” SITE, Stanford, summer 2003

“The Theory of Contracts,” SITE, Stanford, summer 2000

“Contracts and Organizations,” SITE, Stanford, summer 1999

“Contractual Incompleteness,” SITE, Stanford, 1998

*University Service*

Member, Committee on Research, UC Berkeley, July 2015 - July 2016

Ph.D. Program Advisor, Business and Public Policy, Haas School of Business, July 2014 - July 2016

**Invited Presentations***Keynote Speaker*

Microsoft Research Digital Economics Conference 2017, Redmond, WA, October 20-21, 2017

15th ZEW Conference on The Economics of Information and Communication Technologies, Mannheim, Germany, June 23-24, 2017

INFORMS Conference on Information Systems and Technology, Nashville, TN, November 12-13, 2016

43rd EARIE Annual Conference, Lisbon, Portugal, August 26-28, 2016

International Conference on Game Theory and Multilateral Economic Cooperation, Xi'an, China, June 17-19, 2016

“4th Annual Lithuanian Conference on Economic Research,” August 17-18, 2015, , Lithuania

“Eighth bi-annual Postal Economics conference: E-commerce, Digital Economy and Delivery services,” April 3-4, 2014, Toulouse, France

“Public procurement and sustainable growth,” conference, October 20-21, 2011, Venice, Italy

European School for New Institutional Economics, May 19-23, 2008, Corsica, France

“Public Private Partnerships,” conference, December 7-8, 2007, The Sorbone, Paris, France

“Public services and Management: designs, issues and implications for local governance,” conference, January 12-14th, 2006, Toulouse, France

*Recent Invited Conferences and Seminars*

**2017-2018 (including scheduled):** Annual Reputation Symposium 2017, Oxford University, UK (08/17); NBER Economics of Artificial Intelligence Conference, Toronto (09/17); Carols III University, Madrid, Spain (10/17); CEMFI, Madrid, Spain (10/17); University of Melbourne Business School, Australia (11/17);

**2016-2017:** UChicago Law School (11/16); Workshop on Data Ownership, Access and Trade, EU Commission, Brussels (03/17); Columbia University Law School (04/16); Santa Clara University (05/17); Technion, Israel (06/17); Theory of the Firm Conference, Oxford University, UK (06/17); CRESSE Conference, Crete (06/17);

**2015-2016:** 4th Annual Lithuanian Conference on Economic Research, Vilnius (8/15); GSV Pioneer Summit, Redwood City (10/15); NYU - Stern (10/15); ASU Economics (11/15); DataLead Conference, Paris (11/15); CRAI Brussels Conference (12/15); American Economic Association (1/16); Melbourne University (2/16); eBay ML and Data Analytics Conference (3/16); Ohio State U. Economics (3/16); 2nd Berkeley-Paris Organizational Economics Workshop, Paris (4/16); Digital Initiative Discussion & Symposium, HBS (5/16); Berkeley-Bergen IO Conference, Bergen, Norway (5/16); Universidad de Piura, Lima, Peru (6/16); International conference on game theory and multilateral economic cooperation, Xi'an University, China (6/16);

**2014-2015:** U. of Colorado Economics (10/14); HKUST Economics (10/14); Yale SOM (10/14); U. of Kansas Economics (11/14); U. Penn Economics (11/14); Harvard Business School (11/14); Tufts U. Economics (12/14); American Economic Association (1/15); Utah Winter Business Economics Conference (2/15); MIT Sloan (3/15); U. of Toronto Rotman (4/15); Microsoft Research (4/15); WWW, Florence (5/15); EC'15, Portland 6/15); CCP conference, University of East Anglia, UK (6/15); 5th Annual International Conference on Industrial Economics, Zhejiang University, Hangzhou, China (6/15); ESSET Conference, Gersensee, Switzerland (7/15); NBER Summer Institute (7/15);

**2013-2014:** Harvard Business School (9/13); University of Southern California (9/13); American Economic Association (1/14); HEC Montreal (4/14); University of Washington (4/14); Department of Justice (5/14); Johns Hopkins University (5/14); Stanford University (5/14); Tel Aviv University (6/14); NBER Summer Institute (7/14)

## Teaching

*UC Berkeley*

**Managerial Economics** (Executive MBA program)

**Economic Analysis for Business Decisions** (1st year MBA core microeconomics)

**Incentives in Organizations** (PhD class in the business school)

**The Economics of Institutions** (PhD class in the business school)

**Contract Theory** (2nd year PhD class in the economics department)

**Economic Analysis for Business Decisions** (12-28 hour Executive Education module)

**Strategic Sourcing** (3 hour Executive Education module)

**Strategic Pricing** (3 hour Executive Education module)



*Stanford University*

**Contract Theory** (2nd year PhD class)

**Microeconomic Theory** (1st year PhD class)

**Game Theory and Economic Applications** (Undergraduate class)

**Intermediate Microeconomics** (Undergraduate class)

*Columbia University GSB - Visiting Professor*

**Microeconomics**, Fall 2012 (MBA Core class)

*MIT Sloan School of Management - Visiting Professor*

**Strategic Thinking**, Spring 2010 (MBA elective class)

*Arizona State University - Visiting Assistant Professor*

**Contract Theory**, Fall 2003 (2nd year PhD class)

## Corporate Experience

*Amazon, Seattle, WA, VP Economics and Market Design (2016-2017)*

Lead and support economic analysis for business decisions across the company

Help recruit and build teams of economists

*eBay Inc, San Jose, CA, Distinguished Economist - Research Consultant (2013-2017)*

Lead and conduct economic research and decision support for eBay

*eBay Inc, San Jose, CA, Distinguished Economist/Senior Director (2011-2013)*

Lead and conduct economic research for eBay Research Labs (eRL)

Lead and support economic analysis for business decisions across the company

Recruit and build a team of economic researchers to grow eRL

*Elbit LTD, Haifa, Israel - Sales and contracts manager (1990-1992)*

Estimate and analyze costs for small and large scale avionic and optronic military systems.

Prepare and submit management/cost proposals for governments and corporations.

Negotiate proposals and finalize contract clauses with customer representatives.

*Elbit LTD, Haifa, Israel - Systems engineer, Avionics (1986-1990)*

Prepare technical proposals for avionic systems.

Characterize, design and develop avionic systems and test equipment.

Prepare development and maintenance documentation in accordance with US military specifications.