Steven Tadelis – c.v.

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University of California Berkeley
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Appointments

07/2015–present	Professor of Economics, Business and Public Policy, UC Berkeley, Haas School of Business, CA
03/2019–present	Sarin Chair in Strategy and Leadership
03/2018–present	Luohan Academy, Committee Member of the Academy
08/2017–02/2021	Amazon Scholar, Amazon Inc., Seattle, WA
07/2016–08/2017	VP, Economics and Market Design, Amazon Inc., Seattle, WA
07/2016–03/2019	James J. and Marianne B. Lowrey Chair in Business, UC Berkeley
07/2015–6/2016	Joe Shoong Chair in International Business, UC Berkeley
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 Network Fellow, Center for Economic Studies, ifo Institute (CESifo) 2017–present

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

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

Publications

Journal Articles

1. "The Limits of Reputation in Platform Markets: An Empirical Analysis and Field Experiment," with Chris Nosko.
Quantitative Marketing and Economics, 24, 9 (2026). https://doi.org/10.1007/s11129-026-09313-1.

2. "Communication, Learning, and Bargaining Breakdown: An Empirical Analysis" with with Matthew Backus and Tom Blake.
Management Science, 72(4):2681-3628 (2026) https://pubsonline.informs.org/doi/epdf/10.1287/mnsc.2023.00366.

3. "Transaction Cost Economics in the Digital Economy: A Research Agenda" with with Frank Nagle and Robert Seamans.
Strategic Organization, 23(2):351-365 (2025) https://doi.org/10.1177/14761270241228674.

4. "Counter-stereotypical Messaging and Partisan Cues: Moving the Needle on Vaccines in a Polarized U.S." with Bradley J. Larsen, Timothy J. Ryan, Steven Greene, Marc J. Hetherington, and Rahsaan Maxwell. *Science Advances* 9(29) eadg9434 (2023). DOI:10.1126/sciadv.adg9434

5. "Raising the Bar: Certification Thresholds and Market Outcomes," with Xiang Hui, Maryam Saeedi and Giancarlo Spagnolo.
American Economic Journal: Microeconomics. 15(2):599–626 (2023).

6. "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.
American Economic Journal: Macroeconomics. 15(2):129-60 (2023).

7. "Expectation, Disappointment, and Exit: Reference-Point Formation in a Marketplace," with Matthew Backus, Tom Blake and Dmitriy Masterov.
Journal of the European Economic Association. 20(1):116–149 (2022)

8. "Price Salience and Product Choice," with Tom Blake, Sarah Moshary and Kane Sweeney.
Marketing Science. 40(4):619-636 (2021)

9. "People Management Skills, Employee Attrition, and Manager Rewards: An Empirical Analysis," with Mitchell Hoffman.
The Journal of Political Economy. 129(1):243-285 (2021)

10. "Buying Reputation as a Signal of Quality: Evidence from an Online Marketplace," with Lingfang (Ivy) Li and Xiaolan Zhou.
Rand Journal of Economics. 51(4):965-988 (2020)

11. "How Individuals Respond to a Liquidity Shock: Evidence from the 2013 Government Shutdown," with Michael Gelman, Shachar Kariv, Matthew D. Shapiro and Dan Silverman.
The Journal of Public Economics. 189 (2020) 103917

12. "Sequential Bargaining in the Field: Evidence from Millions of Online Bargaining Interactions," with Matthew Backus, Tom Blake and Brad Larsen.
The Quarterly Journal of Economics. 135(3):1319–1361 (2020)

13. "On the Empirical Content of Cheap-Talk Signaling: An Application to Bargaining," with Matthew Backus and Tom Blake.
The Journal of Political Economy. 127(4):1599-1628 (2019)

14. "Reputation and Feedback Systems in Online Platform Markets,"
Annual Review of Economics, 8(1):321-340 (2016)

15. "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)

16. "The Economics of Reputation and Feedback Systems in eCommerce Marketplaces," *IEEE Internet Computing*, 20(1):12-19 (2016)

17. "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)

18. "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)

19. "Information Disclosure as a Matching Mechanism: Theory and Evidence from a Field Experiment," with Florian Zettelmeyer *American Economic Review*, 105(2):886-905 (2015)

20. "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**

21. "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)

22. "Bidding for Incomplete Contracts: An Empirical Analysis," with Pat Bajari and Stephanie Houghton *American Economic Review*, 104(4):1288-1319 (2014)

23. "Public Procurement Design: Lessons from the Private Sector," *International Journal of Industrial Organization*, 30(3):297-302 (2012)

24. "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**

25. "Contracting for Government Services: Theory and Evidence from U.S. Cities," with Jonathan Levin *Journal of Industrial Economics*, 58(3):507-541 (2010)

26. "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)

27. "Seller Reputation," with Heski Bar-Isaac *Foundations and Trends in Microeconomics*, 4(4):273-351(2008)

28. "Profit Sharing and the Role of Professional Partnerships," with Jonathan Levin *Quarterly Journal of Economics*, 120(1):131-172 (2005)

29. "Firm Reputations with Hidden Information," *Economic Theory.* 18(2):537-553 (2003)

30. "The Market for Reputations as an Incentive Mechanism," *The Journal of Political Economy.* 110(4):854-882 (2002)

31. "Complexity, Flexibility and the Make or Buy Decision," *American Economic Review Papers and Proceedings.*92(2):433-437 (2002)

32. "Incentives versus Transactions Costs: A Theory of Procurement Contracts," with Pat Bajari
Rand Journal of Economics, 32(3):387-407 (2001)

33. "What's in Name? Reputation as a Tradeable Asset,"
American Economic Review. 89(3):548-563 (1999)

34. "Pareto Optimality and Optimistic Stability in Repeated Extensive Form Games,"
Journal of Economic Theory. 69(2):270-299 (1996)

Book Chapters and Invited Papers

35. "Reputation, Feedback and Trust in Online Platforms,"
in B. Heydari, O. Ergun, R. Dyal-Chand and Y. Bart (Eds.) *Reengineering the Sharing Economy: Design, Policy, and Regulation*. Cambridge University Press. (forthcoming)

36. "Bargaining in Online Markets," with Matthew Backus and Thomas Blake
in E. Karagözoğlu, K.B. Hyndman (Eds.) *Bargaining*. Palgrave Macmillan, Cham. (2022)

37. "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. (2019)

38. "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)

39. "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)

40. "Transaction Cost Economics," with Oliver E. Williamson
in R. Gibbons and J. Roberts (Eds.) *Handbook of Organizational Economics*. Princeton University Press. (2012)

41. "Jonathan Levin: 2011 John Bates Clark Medalist," with Liran Einav
Journal of Economics Perspectives, 26(2), 207-222 (2012)

42. "A Tribute to Oliver Williamson: Williamson?s Contribution and Its Relevance to 21st Century Capitalism,"
California Management Review, 52(2):159-166 (2010)

43. "Incentives and Transaction Costs in Public Procurement,"
in C. Menard and M. Ghertman (Eds.) *Regulation, Deregulation & Reregulation*. Edward Elgar Publishing. (2009)

44. "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*.

Managerial and Practitioner Articles

45. "Don't Let AI Make Bad Analytics Worse," *Harvard Business Review,* Digital, July 2026.

46. "Algorithmic Pricing: What Every Antitrust Lawyer Needs to Know," with David Smith
The Price Point, Newsletter of the ABA Section of Antitrust Law's Pricing Conduct Committee. 22(1):6-11 (2021)

47. "The Innovative Organization: Creating Value through Outsourcing,"
California Management Review, 50(1):261-277 (2007)

Working Papers and Papers Under Review

48. "Digital Advertising and Market Structure: Implications for Privacy Regulation," with Daniel Deisenroth, Utsav Manjeer, Zarak Sohail, and Nils Wernerfelt, July 2024
49. "Learning, Sophistication, and the Returns to Advertising: Implications for Differences in Firm Performance " with Christopher Hooton, Utsav Manjeer, Daniel Deisenroth, Nils Wernerfelt, Nick Dadson, and Lindsay Greenbaum, April 2023
50. "The Economics of Algorithmic Pricing: Is collusion really inevitable?" with Kai-Uwe Kuhn. January 2018
51. "The Power of Shame and the Rationality of Trust," March 2011
52. "A Costly Contracting Approach to the Organization of Production," with Jonathan Levin. December 2006
53. "Apprenticeships: Human Capital and Competitive Signaling in a Dynamic Labor market," with Antonio Rangel. December 2001
54. "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

Vaccine Confidence Fund Grant (Steven Greene, Marc Hetherington, Brad Larsen, Rahsaan Maxwell, and Timothy Ryan, co-PIs), 2021-2022

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

Earl F. Cheit Teaching Award, Executive MBA Program, 2026

Outstanding Antitrust Litigation Achievement in Economics, American Antitrust Institute, 2025

Fellow of the Econometric Society, elected 2020

Honorable Mention, Cheit Teaching Award, Full-Time MBA Program, 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, 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. Orie 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)
18. Hyo Kang (2019) (University of Southern California)
19. Oren Reshef (2020) (Washington University, St. Louis)
20. Xin Chen (2020) (Singapore Management University)
21. Andres Gonzales (2021) (PUC, Chile)
22. Yunhao Huang (2025) (USC)
23. Mingduo Zhao (2026) (UBC)

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)
15. Jordan Ou (2017) (Analysis Group)
16. Hsin-Tien Tiffany Tsai (National University of Singapore)
17. Alon Rubinstein (2023) (Postdoc, U-Penn Wharton)
18. Muhammad Zia Mehmood (2024) (Research Fellow at Princeton University)
19. Qianmiao (Michelle) Chen (2024) (DIME, World Bank)
20. Yikun Jiang (2025) (Purdue University)

Professional Activities

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

Editor/co-Editor

Journal of Law, Economics and Organization, 2011-2014

Editorial Boards/Associate Editor

American Economic Journal: Microeconomics, 2019-2024

California Management Review, 2006-2016

American Economic Review, 2005-2008

International Journal of Industrial Organization, 2005-2008

Steering/Scientific/Program Committee Member

16th Annual Federal Trade Commission Microeconomics Conference, Washington, D.C. November, 2023

23rd ACM Conference on Economics and Computation (EC'22), U. of Colorado Boulder, July 2022

20th ACM Conference on Economics and Computation (EC'19), Phoenix, June 2019

18th ACM Conference on Economics and Computation (EC'17), MIT, June 2017

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

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

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

"18th Annual Berkeley/Columbia/Duke/MIT/Northwestern IO Theory Conference," Berkeley, Nov 2019

"Simons Institute Platform Markets Workshop," Berkeley, September 2019

"European Summer Symposium in Economic Theory," (ESSET), Gersenzee, Switzerland, July 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 Courses of Instruction, UC Berkeley, 2023 - present

Group Chair, Business and Public Policy, Haas School of Business, July 2022 - January 2026

Interviewer/evaluator, Regents' and Chancellor's Scholarship Program, 2016 - present

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

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

Invited Presentations

Keynote Speaker

13th Oligo Workshop, Cambridge Judge Business School, Cambridge, UK Jun 2-3, 2025

Paris IO Day, Paris, France November 25, 2024

The First ZEW Conference on Research with and within Organisations, Mannheim, German September 9-10, 2024

15th Paris Conference on Digital Economics, Paris, France March 21-22, 2024

16th Annual FTC Microeconomics Conference, Washington, D.C. USA, November 2-3, 2023

Berkeley-Padova-Paris Seventh Organizational Economics Workshop, Padova, Italy June 16-17, 2022

CESifo Area Conference on the Economics of Digitization, Munich, Germany November 30 - December 1, 2018

International Workshop on Competition, Regulation and Procurement, National Research University Higher School of Economics, Moscow, Russia, May 28-29, 2018

Conference on Auctions, competition, regulation, and public policy, Lancaster University, U.K., May 24-25, 2018

Online Platform Competition Conference, University of Florida, Florida, March 23, 2018

Industrial Organization, Regulation And Competition Policy In Israel, Hebrew University, Jerusalem, Israel December 28, 2017

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 Seminar Presentations

2025-2026: Conference in Honor of Patrick Bajari, U of Minnesota (10/25); NABE-Tech conference (11/25); U of Wisconsin (11/25);

2024-2025: The First ZEW Conference on Research with and within Organizations, Mannheim Germany (9/24); Yale (10/24); Stanford (10/24); Paris IO Day (11/24); Washington University (2/25); 13th Oligo Workshop, Cambridge Judge Business School, Cambridge, UK (6/25); Markets & Waves Conference, Lisbon Portugal (6/25)

2022-2023: NYU-Stern (03/23); ABA-Antitrust Spring Meetings (03/23); Penn-Wharton (04/23); Cal-Tech (04/23); UC-Davis (04/19); UC-Berkeley (04/23); Berkeley IO Seminar (05/23); Fifth Economics of Platforms Workshop, Capri IT (05/23); European University Institute, Florence IT (05/23); U. of Rome Tor Vergata (05/23); 14th Economics of Ads and Marketing Conference, Sofia, BG (06/23);

2021-2022: ACE Barcelona 2021 conference - Barcelona, Spain (11/21); 2022 Stigler Center Antitrust and Competition Conference, U-Chicago (04/22); Bocconi U. Milan IT (05/22); 19th session of the Institutional and Organizational Economics Academy, Corsica FR (05/22); 2022 USC Global Competition Law Thought Leadership Conference (06/22);

2019-2020: EARIE-Barcelona (08/19); Harvard-HBS (10/19); U.Toronto-Rotman (11/19); Northwestern-Kellogg (12/19); Hebrew U. - Jerusalem (12/19);

2018-2019: Melbourne Business Analytics Conference, Melbourne, Australia (07/18); Technology Policy Institute Aspen Forum, Aspen (08/18); FTC Hearing #3: Competition and Consumer Protection in the 21st Century, Arlington, VA (10/18); Monash U., Melbourne (04/19); Melbourne U., Melbourne (04/19); Canterbury U., Christchurch (04/19); UTS, Sydney (04/19); UNSW, Sydney (04/19); Boconni U., Milan (05/19); Collegio Alberto, Turin (05/19); HKUST IO workshop, Hong Kong (06/19); SUFE IO 2019 conference, Shanghai (06/19); ESSET Conference, Gersenzee, Switzerland (7/19)

2017-2018: 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); MSI Conference, SF (02/18); Columbia University IO Seminar, NY (03/18); IJIO Conference, Indianapolis, (04/18); University of Indiana, Bloomington (04/18); Platform Economics Conference, Enaudi, Rome (04/18); ReStud Reunion Conference, Copenhagen (05/18); Third BCCP Conference and Policy Forum, Berlin, Germany (06/18); 2018 CPMD Workshop on Market Design, Sydney, AUstralia (06/18); BEET 2018 Conference, Columbia University (06/18);

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);

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 - Visting 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)

Expert Witness Experience

Depositions

DZ Reserve v. Facebook, Inc., Case No. 3:18-cv-04978, United States District Court for the Northern District of California, deposed April 6, 2021.

Epic Games Inc. v. Google LLC, et al., Case No. 3:20-cv-05671-JD, United States District Court for the Northern District of California, deposed March 13, 2023.

Edible IP, LLC, et al. v. 1-800-Flowers.com, Inc., et al., Civil Action No. 1:20-cv-2405-VMC, The United States Court for the Northern District of Georgia Atlanta Division, deposed May 3, 2023

Rex - Real Estate Exchange, Inc., v. Zillow Group, Inc., Case No. C21-0312-TSZ, United States District Court Western District of Washington at Seattle, deposed May 30, 2023

Attorney General for the Commonwealth Of Massachusetts, v. UBER Technologies, Inc. and LYFT, Inc., C.A. No. 2084CV01519-BLS1, Superior Court of the Commonwealth Of Massachusetts for the County of Suffolk, deposed January 31, 2024.

Maximilian Klein, et al., on behalf of themselves and all others similarly situated, v. META Platforms, Inc., Case No. 3:20-CV-08570-JD, United States District Court for the Northern District of California, deposed March 1, 2024.

Commissioner of Competition v. Google LLC and Google Canada Corporation (CT-2024-010), Canada, deposed (cross examined) July 29, 2025.

Meta Pixel Tax Filing Cases, Case No. 3:22-cv-07557-PCP, United States District Court for the Northern District of California, deposed December 8, 2025.

Meta Pixel Healthcare Litigation, Case No. 3:22-cv-3580-WHO-VKD, United States District Court for the Northern District of California, deposed February 4, 2026.

Testimony

Paid Search Engine Tools, LLC v. Google Canada Corporation, Google LLC and Alphabet Inc., Citation 2021 FC 1435, The Federal Court of Canada, testified at trial (remotely) June 29, 2021.

Rex - Real Estate Exchange, Inc., v. Zillow Group, Inc.,, Case No. C21-0312-TSZ, United States District Court Western District of Washington at Seattle, testified at trial (jury, in person) September 27, 2023.

Epic Games Inc. v. Google LLC, et al., Case No. 3:20-cv-05671-JD, United States District Court for the Northern District of California, testified at trial (jury, in person) November 28, 2023.

Corporate Experience

Advisor to Corporations and Startups (2005 - current)

Advise corporations and startups on matters related to market design, pricing, customer growth, trust and safety, and consumer behavior analyses.

Amazon, Seattle, WA, Amazon Scholar (2017-2021)

Guide and support economic analysis for business decisions across the company

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.