

Curriculum Vitae
John Morgan

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JOURNAL PUBLICATIONS:

Papers are in PDF format. For most published papers, the documents are a late working paper as opposed to a published version.

["The Value of Commitment in Contests and Tournaments when Observation is Costly"](#) (with Felix Vardy), *Games and Economic Behavior*, (forthcoming).

["Reputation in Online Markets: Some Negative Feedback,"](#) (with Jennifer Brown), *California Management Review*, (forthcoming).

["Online Pricing and the Euro Changeover: Cross-Country Comparisons,"](#) (with Michael Baye, Rupert Gatti, and Paul Kattuman), *Economic Inquiry*, April 2006, Vol. 44, pp. 265-279.

["An Experimental Study of Advertising and Price Competition,"](#) (with Henrik Orzen and Martin Sefton), *European Economic Review*, 2006, 50 (2), 323-347

["...Plus Shipping and Handling: Revenue \(Non\)Equivalence in Field Experiments on eBay"](#) (with Tanjim Hossain), *Advances in Economic Analysis & Policy*, 2006, Vol. 6: No. 2, Article 3.

["An Experimental Study of Price Dispersion,"](#) (with Henrik Orzen and Martin Sefton), *Games and Economic Behavior*, 2006, Vol. 54:1, pp. 134-158.

["Are Two Heads Better than One? An Experimental Analysis of Group versus Individual Decision Making,"](#) (with Alan Blinder), *Journal of Money, Credit and Banking*, 2005, 37(5): 789-811.

["Price Dispersion in the Large and in the Small: Evidence from an Internet Price Comparison Site,"](#) (with Michael Baye and Patrick Scholten), *Journal of Industrial Economics*, December 2004; 52(4): 463-96. Winner of the *Journal of Industrial Economics* "best article" prize, 2005.

["An Experimental Study of Commitment and Observability in Stackelberg Games,"](#) (with Felix Vardy), *Games and Economic Behavior*, November 2004; 49(2): 401-423..

["Temporal Price Dispersion: Evidence from an Online Consumer Electronics Market"](#) (with Michael Baye and Patrick Scholten), *Journal of Interactive Marketing*, Autumn 2004; 18(4): 101-115.

["Price Dispersion in the Lab and on the Internet: Theory and Evidence,"](#) (with Michael Baye), *RAND Journal of Economics*, Autumn 2004; 35(3): 449-66.

["The Art of Conversation: Eliciting information from Experts through Multi-Stage Communication,"](#) (with Vijay Krishna), *Journal of Economic Theory*, 2004; 117: 147-79.

["Dissolving a Partnership \(Un\)fairly"](#), *Economic Theory*, 2004, Vol 23: 909-23.

["The Value of Information in Online Markets: Theory and Evidence,"](#) (with Michael Baye and Patrick Scholten), *Journal of Public Policy and Marketing*, Spring 2003; 22(1): 17-25.

["Competition in Internet Industries: Evidence from E-Retailing,"](#) (with Michael Baye), *Oxford Internet Institute: Internet Issue Brief*, November 2003, No. 1.2: pp. 1-6.

["Pairwise Competition and the Replicator Equation,"](#) (with Kenneth Steiglitz), *Bulletin of Mathematical Biology*, November 2003; 65(6): 1163-72.

["Sequential Contests,"](#) *Public Choice*, July 2003; 116(1): 1-18.

["The Spite Motive and Equilibrium Behavior in Auctions,"](#) (with Kenneth Steiglitz and George Reis), *Contributions to Economic Analysis & Policy*: 2003, Vol. 2: No. 1, Article 5.

["An Analysis of Stock Recommendations,"](#) (with Phillip Stocken), *RAND Journal of Economics*, Spring 2003; 34(1): 183-203

["Employee Recruiting and the Lake Wobegon Effect,"](#) (with John Moran), *Journal of Economic Behavior and Organization*, February 2003; 50(2): 165-82.

["Information Gatekeepers and Price Discrimination on the Internet,"](#) (with Michael Baye) *Economics Letters*, June 2002; 76(1): 47-51.

["An Experimental Investigation of Unprofitable Games,"](#) (with Martin Sefton) *Games and Economic Behavior*, 40 (2002), 123-46.

["Winner-take-all Price Competition,"](#) (with Michael Baye), *Economic Theory*, 19, (2002): 271-82.

[“Coordination through Reputations: A Laboratory Experiment,”](#) (with Donald J. Dale and Robert W. Rosenthal), *Games and Economic Behavior*, 38 (2002), 52-88.

[“Efficiency in Auctions: Theory and Practice,”](#) *Journal of International Money and Finance*, 20 (2001), 809-38.

[“A Model of Expertise,”](#) (with Vijay Krishna), *Quarterly Journal of Economics*, 116 (2001), 747-75.

[“Asymmetric Information and Legislative Rules: Some Amendments,”](#) (with Vijay Krishna), *American Political Science Review*, 95 (2001), 435-52.

[“Information Gatekeepers on the Internet and the Competitiveness of Homogeneous Product Markets,”](#) (with Michael Baye), *American Economic Review*, 91 (2001), 454-74.

[“Information Externalities in a Model of Sales,”](#) (with Martin Sefton), *Economics Bulletin*, 4 (2001), 1-5.

[“Financing Public Goods by Means of Lotteries,”](#) *Review of Economic Studies*, 67 (2000), 761-84.

[“Funding Public Goods with Lotteries: An Experiment,”](#) (with Martin Sefton), *Review of Economic Studies*, 67 (2000), 785-810.

[“A Simple Model of Advertising and Subscription Fees,”](#) (with Michael Baye), *Economics Letters*, 69 (2000), 345-351.

[“A Folk Theorem for One-Shot Bertrand Games,”](#) (with Michael Baye), *Economics Letters*, 65 (1999), 59-65.

[“Implementing Results-Oriented Trade Policies: The Case of the US-Japanese Auto Parts Dispute,”](#) (with Kala Krishna), *European Economic Review* 42 (1998), 1443-1467.

[“Is Honesty the Best Policy? Curtailing Insurance Fraud through Optimal Incentive Contracts,”](#) (with Keith Crocker), *Journal of Political Economy* 106 (1998), 355-375.

[“The Effects of Business Risk on Audit Pricing,”](#) (with Phillip Stocken), *Review of Accounting Studies* 3 (1998), 365-385.

[“Choosing the Right Battlefield for the War on Drugs: An Irrelevance Result,”](#) (with Stephen Chiu and Edward Mansley), *Economics Letters* 59 (1998), 107-111.

[“An Analysis of the War of Attrition and the All-Pay Auction,”](#) (with Vijay Krishna), *Journal of Economic Theory* 72 (1997), 343-362.

PUBLICATIONS IN BOOKS:

"Information, Search, and Price Dispersion," (with Michael R. Baye and Patrick Scholten), in *Handbook of Economics and Information Systems* (T. Hendershott, ed.), Elsevier Press, forthcoming.

"Cheap Talk," (with Vijay Krishna) in *The New Palgrave* (J. Nachbar, ed.), Macmillan Press, forthcoming.

"Persistent Price Dispersion in Online Markets," (with Michael Baye and Patrick Scholten), in *The New Economy and Beyond* (D. Jansen, ed.) Edward Elgar Press, Northampton, MA, 2006.

Editor: *Advances in Applied Microeconomics*, Vol. 13: *Experimental and Behavioral Economics*, Elsevier Press, San Francisco, 2005.

"Combinatorial Auctions in the Information Age: An Experimental Study," in *Advances in Applied Microeconomics* Vol. 11 (M. Baye, ed.), JAI Press, Stamford, 2002.

"The Winner-Take-All Principle in Small Tournaments," (with Vijay Krishna), in *Advances in Applied Microeconomics* Vol. 7 (M. Baye, ed.), JAI Press, Stamford, 1998.

WORKING PAPERS:

"Shrouded Attributes and Information Suppression: Evidence from Field Experiments" (with Tanjim Hossain)

"Network Architecture and Traffic Flows" with Martin Sefton and Henrik Orzen)

"Securities Auctions under Moral Hazard: Theory and Experiments" (with Shimon Kogan)

"Diversity in the Workplace" (with Felix Vardy)

"Contracting for Information under Imperfect Commitment" (with Vijay Krishna)

"Corruption, Competition, and Contracts: A Model of Vote Buying," (with Felix Vardy)

"Efficient Information Aggregation with Costly Voting" (with Vijay Krishna)

"How much is a Dollar Worth? Tipping versus Equilibrium Coexistence on Competing Online Auction Sites" (with Jennifer Brown)

"Information Aggregation in Polls" (with Phillip Stocken)

Curriculum Vitae

["Vertical Integration of Successive Monopolists: A Classroom Experiment"](#) (with Narine Badasyan, Jacob K. Goeree, Monica Hartmann, Charles Holt, Tanya Rosenblat, Maros Servatka, Dirk Yandell)

["Estimating Firm-Level Demand at a Price Comparison Site: Accounting for Shoppers and the Number of Competitors"](#) (with Michael Baye, J. Rupert J. Gatti, and Paul Kattuman)

["Brand and Price Advertising in Online Markets"](#) (with Michael Baye)

["Clock Games: Theory and Experiments"](#) (with Markus Brunnermeier)

["Red Queen Pricing Effects in E-Retail Markets,"](#) (with Michael Baye)

EDUCATION:

Ph.D., Economics, The Pennsylvania State University, May 1996

M.A., Economics, The Pennsylvania State University, December 1995

B.S., Economics, University of Pennsylvania, Wharton School, *summa cum laude*, May 1989

OTHER AFFILIATIONS AND EXPERIENCE:

Co-Director: [Fisher Center for the Strategic Use of Information Technology](#)

Founding Director, [U.C. Berkeley Experimental Social Sciences Laboratory \(Xlab\)](#)

W. Glenn Campbell and Rita Ricardo-Campbell National Fellow, Hoover Institution, 2001-2002

Assistant Professor, Princeton University, Department of Economics and Woodrow Wilson School for Public and International Affairs, 1996-2002

Consultant, Federal Trade Commission, Bureau of Economics, 2000-2001

Visiting Fellow, University of Oxford, Nuffield College, 1999-2001

Visiting Assistant Professor, New York University, Department of Economics, 1999

Visiting Assistant Professor, University of Pennsylvania, Department of Economics, 1998

Certified Public Accountant, State of Pennsylvania 1991-1994

Senior Accountant, Grant Thornton, Bankruptcy and Forensic Accounting Group, 1989-1992

ACADEMIC HONORS, GRANTS, AND AWARDS:

W. Glenn Campbell and Rita Ricardo-Campbell National Fellowship, 2001-2002

National Science Foundation Research Grant, 2004-2007, 2001-2004, 1997-1999

Sloan Research Foundation Fellowship, 2000-2002

Russell Sage Foundation Research Grant, 1997-1999

Review of Economic Studies tour, 1996

Pennsylvania State University Graduate Fellowship, 1993-1995

TEACHING:

Strategy (MBA)
Game Theory and Negotiation (MBA)
Microeconomics and Policy (MPA)
Auctions and the Internet (UG)
Information Economics (PhD)
Contract Theory (PhD)

RECENT INVITED PRESENTATIONS (2003-):

LSE, UCL, University of Oxford, Northwestern University, UCLA, Experiments and Econometrics Conference-Princeton University, IIOC International Conference, University of California-Berkeley, ASSA National Meetings, University of Pittsburgh, Carnegie-Mellon University, Washington University at St. Louis, Hong Kong University, Hong Kong University of Science and Technology, National University of Singapore, University of Cambridge, University of California-Santa Cruz, International Monetary Fund, SITE Conference-Stanford, SICS Conference-Berkeley, Indiana University

REFEREEING AND EDITING:

Editor, *Berkeley Electronic Theory Journals*, 2006-
Associate Editor, *Economic Theory*, 2005-
Associate Editor, *Management Science*, 2004-
Editorial Board, *California Management Review*, 2003-

Refereeing includes: *American Economic Review*, *Econometrica*, *Experimental Economics*, *Economic Journal*, *Economics Letters*, *European Journal of Political Economy*, *Games and Economic Behavior*, *International Economic Review*, *International Journal of Industrial Organization*, *Journal of Economic Theory*, *Journal of Public Economics*, *Management Science*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *California Management Review*, *National Science Foundation*.