

# KATJA SEIM

## CURRICULUM VITAE

Yale University Department of Economics and School of Management  
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### PRIMARY POSITIONS

- 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. Courtesy appointments, Department of Economics (2015-19) and Department of Marketing (2016-19), University of Pennsylvania, Philadelphia, PA
- 2016 - 2017, *Chief Economist*, United States Federal Communications Commission
- 2014, *Visiting Assistant Professor of Economics*, Department of Economics, University of Pretoria, South Africa
- 2011, *Visiting Research Scholar*, Industrial Organization and New Technologies, Ifo Institute, Munich
- 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

### PROFESSIONAL SERVICE

#### *Editorial Service*

- Co-Editor, *American Economic Review*, 2022-present
- Co-Editor, *RAND Journal of Economics*, 2017-21
- Co-Editor, *Quantitative Marketing and Economics*, 2020-21
- Associate Editor, *American Economic Review*, 2021; *RAND Journal of Economics*, 2015-17; *Journal of the European Economic Association*, 2014-17; *European Economic Review*, 2012-15
- Board of Editors, *AEJ: Microeconomics*, 2013-17

### *Professional Service Positions*

Member, Academic Advisory Council, Consumer Financial Protection Agency, 2023-present  
Non-resident Fellow, Economic Studies Program, Brookings Institution, 2023-present  
Member, Steering Committee, NBER Industrial Organization Program, 2022-present  
Member, Board of the Industrial Organization Society, 2020-present  
Member, Advisory Council, Center on Regulation and Markets, Brookings Institution, 2019-2022

### *Conference Organization*

- Organizer, Cowles Conference on Models and Measurement, 2022, 2024
- Organizer, Regulating the Digital Economy, 2023
- 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; *Northwestern Antitrust Economics Conference*, 2021; *EARIE Annual Meeting*, 2019, 2021, 2022; *International Industrial Organization Conference*, 2013–2016, 2019–2020; *11th Annual Microeconomics Conference*, Federal Trade Commission, 2018; *North American Meetings of the Econometric Society*, Summer 2016; Winter 2014

### *Department and University Service*

- Yale University – Department of Economics/School of Management: Junior Recruiting Committee, 2020-21; Honor Committee, 2019-24; Data Committee, 2022-23; Co-Director, Cowles Foundation Program on Industrial Organization, 2020-24; PhD Program Placement Officer, 2024-25
- Yale University – University: Member, Standing Advisory and Appointments Committee for the School of the Environment, 2019-24
- University of Pennsylvania – BEPP Department: Undergraduate Advisor, 2012-19; 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

## **PUBLICATIONS**

- Seim, Katja and Maria Ana Vitorino. "Drip Pricing When Consumers Have Limited Foresight: Evidence from Driving School Fees," conditionally accepted, *American Economic Review*, 2024
- Doraszelski, Ulrich, Katja Seim, Michael Sinkinson, and Peichun Wang. "Ownership Concentration and Strategic Supply Reduction," conditionally accepted, *American Economic Review*, 2023
- Miravete, Eugenio, Katja Seim, and Jeff Thurk. "Pass-through and Tax Incidence in Differentiated Products Markets", *International Journal of Industrial Organization*, 90, 2023
- Edgel, Danny, Jean-Francois Houde, Peter Newberry, and Katja Seim. "The Impact of Distance in Retail Markets," *AEA Papers and Proceedings*, 113, 2023
- Houde, Jean-Francois, Peter Newberry, and Katja Seim. "Economies of Density in E-Commerce: A Study of Amazon's Fulfillment Center Network," *Econometrica*, 91(1), 2023
- Miller, Nathan et al. "On the misuse of regressions of price on the HHI in merger review," *Journal of Antitrust Enforcement*, 10(2), 2022
- 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)
- 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

## OTHER WRITING

- Bergemann, Dirk, Jacques Crémer, David Dinielli, Carl-Christian Groh, Paul Heidhues, Maximilian Schaefer, Monika Schnitzer, Fiona M. Scott Morton, Katja Seim, and Michael Sullivan, "Market Design for Personal Data," *Yale Journal of Regulation* 40(3), 2023

- Fletcher Amelia, Gregory Crawford, Jacques Crémer, David Dinielli, Paul Heidhues, Michael Luca, Tobias Salz, Monika Schnitzer, Fiona M. Scott Morton, Katja Seim, and Michael Sinkinson, “Consumer Protection for Online Markets and Large Digital Platforms,” *Yale Journal of Regulation* 40(3), 2023
- 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

## **WORKING PAPERS / WORK IN PROGRESS**

- Miravete, Eugenio, Katja Seim, and Jeff Thurk. “Elasticity and Curvature of Discrete Choice Demand Models,” 2024.
- Miravete, Eugenio, Katja Seim, and Jeff Thurk. “The Welfare Consequences of Nominal Excise Taxation,” 2022.
- Li, Fei, Katja Seim, Jonathan Williams, and Haoran Zhang. “Measuring the Implications of Common Resources on Demand: Evidence from Telecommunications,” 2023.
- Nevo, Aviv, Katja Seim, Jonathan Williams, and Haoran Zhang. “Demand for Wireless Broadband,” work in progress.
- Pozzi, Andrea, Katja Seim and Fei Teng. “Cross-category Spillovers and Complementarity of Sin Products,” work in progress.
- Granja, Joao and Katja Seim. “Effective Design of Broadband Subsidies,” work in progress.

## **SEMINAR AND CONFERENCE PRESENTATIONS**

### *Invited Academic Research Presentations (since 2017)*

- 2024, University College London; Carnegie Mellon University; DICE University of Düsseldorf
- 2023, ASSA Annual Meeting; Vanderbilt University; Columbia University; University of Pennsylvania; Frontiers in the Economics of Markets and Organizations at University of Toronto; CEPR IO program (coauthor presentation); Cowles Conference on Models and Measurement (coauthor presentation); University of California, Berkeley; University of Michigan; Chicago Booth; University of Maryland
- 2022, ASSA Annual Meeting (discussant); UNC/Duke joint seminar; UBC Summer IO Conference; Simon School University of Rochester; Boston University; Texas A&M University
- 2021, HBS; Bocconi University; University of Toronto; Sciences Po; JIE/CEPR Conference on Applied IO (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
- 2018, University of British Columbia; Washington University St. Louis, Texas A&M University

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

### *Other Speaking Engagements*

Keynote Speaker, 2024 Empirical IO Conference at the University of Florida  
 Invited Speaker, Semi-Plenary Session on Industrial Organization, Latin American Meeting of the Econometric Society 2023, Bogotá, Colombia  
 Invited Speaker, 2023 Graduate Student Workshop, Department of Economics, University of Virginia  
 Keynote speaker, EARIE 2022, Vienna  
 Invited speaker, NBER Digitization Tutorial, 2022  
 Panelist, DERN-JRC DMA Workshop, 2021  
 Keynote speaker, FTC Micro Conference, 2019

## **TEACHING AND ADVISING**

### *Courses Taught*

*Industrial Organization*, Yale Economics Ph.D. (2020-present)  
*Probability Modeling & Statistics*, Yale SOM MBA and Executive MBA (2019-present)  
*Regulation in the Modern Economy: Theory and Practice*, Yale SOM MBA (2019, 2021)  
*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)

### *Short Courses*

Shanghai University of Finance & Economics Summer School in IO: Lecturer, Summer 2016  
 University of Zurich: PhD Seminar, Empirical Models of Market Structure, Summer 2010

### *PhD Student Advising*

- *Ongoing*: Yue Qi (Yale Econ; exp. 2025); Aslihan Asil and Fei Teng (Yale SOM; exp. 2025); Ken Jung and Vanya Klenowski (Yale Econ; exp. 2026); Jingyi Cui, Miho Hong, Tuyetanh Tran, and Zhichun Wang (Yale Econ; exp. 2027)
- *2024*: Hiroki Saruya (Yale Econ); Fernando Ferreira (Yale Econ) Charles River Associates.
- *2023*: Michael Sullivan (Yale Econ) University of Western Ontario; Zijian He (Yale Econ) Capital One
- *2021*: Joao Granja (Penn Econ) University College London
- *2020*: Mallick Hossain (Penn Econ) Federal Reserve, Philadelphia; Minshen Li (Penn Econ), JD.com
- *2019*: Takeaki Sunada (Penn Econ), University of Rochester
- *2018*: Garrett Hagemann (Texas Econ), Amazon; Ben Rosa (Penn Econ), Virginia Tech
- *2017*: Kristijan Gjorgjevik (Penn Econ), Cornerstone Research; Peichun Wang (BEPP), Microsoft Research; Jin Soo Han (BEPP)
- *2016*: Cinthia Konichi-Paulo (BEPP), NERA; Ellie Prager (Health Care Mgmt), Kellogg School of Mgmt; Yanhao Wei (Penn Econ), USC Marshall School
- *2010-2014*: Walter Theseira (BPUB), Nanyang Technological University; Benjamin Shiller (BPUB), Brandeis University; Andrew Mulcahy (Health Care Management), RAND; Andrew Paciorek (Real Estate), Board of

Governors; Naoki Wakamori (Penn Econ), Bank of Canada; You Kim (Penn Econ), Board of Governors; David Muir (BEPP), University of Delaware; Daniel Sacks (BEPP), Indiana Kelley School of Business

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

- Graduate Advisor of the Year, 2023, Yale Department of Economics
- 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
- Finalist INFORMS Society of Marketing Science Long Term Impact Award, 2016
- Honorable Mention, 2010 Dick Wittink Best Paper Prize, QME

## **EDUCATION**

2001, *PhD in Economics*, Yale University

1995, *BA in Economics and Mathematics*, Franklin & Marshall College