

JOHN MORGAN

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Education:

The Pennsylvania State University, Ph.D., May 1996, Dissertation: "Essays on Auctions, Lotteries, and Contracts," Vijay Krishna, Chair.

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

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

Professional Positions:

Associate Professor of Business, Haas School of Business, University of California, Berkeley, July 2002 –

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

Assistant Professor of Economics and Public Affairs, Princeton University, July 1996 – June 2002; Cyril E. Black Preceptor in the Woodrow Wilson School.

Visiting Fellow, Nuffield College, University of Oxford, Summer 1999, Summer 2000, Summer 2001.

Visiting Assistant Professor, Economics Department, New York University, February 1999 – April 1999.

Visiting Assistant Professor, Economics Department, University of Pennsylvania, September 1998 – December 1998.

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

Honors and Awards

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

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

Sloan Foundation Fellowship, 2000-2002.

Russell Sage Foundation Research Grant, 1997-1999.

Review of Economic Studies tour, 1996.

Pennsylvania State University Graduate Fellowship, 1993-1995

Publications

“The Value of Information in Online Markets: Theory and Evidence” (with Michael Baye and Patrick Scholten), *Journal of Public Policy and Marketing*, forthcoming.

“Combinatorial Auctions in the Information Age: An Experimental Study” in *Advances in Applied Microeconomics Vol. 11*, M. Baye, ed., JAI Press, forthcoming.

“An Analysis of Stock Recommendations” (with Phillip Stocken) *RAND Journal of Economics*, forthcoming.

“Sequential Contests” *Public Choice*, forthcoming.

“Employee Recruiting and the Lake Wobegon Effect” (with John Moran), *Journal of Economic Behavior and Organization*, forthcoming.

“Information Gatekeepers and Price Discrimination on the Internet,” *Economics Letters*, forthcoming.

“Persistent Price Dispersion in Online Markets” (with Michael Baye and Patrick Scholten) in *The New Economy*, University of Chicago Press, forthcoming.

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

Working Papers

- “The Art of Conversation” (with Vijay Krishna)
- “An Experimental Study of Commitment and Observability in Stackelberg Games” (with Felix Vardy).
- “Are Two Heads Better than One? An Experimental Analysis of Group versus Individual Decision Making” (with Alan Blinder)
- “Relative Profit Auctions” (with Ken Steiglitz and George Reis)

“Price Dispersion in the Large and in the Small: Evidence from an Internet Price Comparison Site” (with Michael Baye and Patrick Scholten).

“Price Dispersion in the Lab and on the Internet: Theory and Evidence” (with Michael Baye).

“An Experimental Study of Price Dispersion” (with Henrik Orzen and Martin Sefton).

Work in Progress

“Efficient Outcomes in Vickrey-Clarke-Groves Mechanisms: Experimental Evidence”

“Information Aggregation through Polling” (with Phillip Stocken)

“Information Gatekeepers and Price Dispersion in Homogeneous Product Markets: Experimental Evidence” (with Martin Sefton and Henrik Orzen)

“Testing the Revenue Equivalence Theorem: Evidence from eBay” (with Tanjim Hossain)

Refereeing

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.

Teaching and Other Professional Service

Teaching in the Classroom

WWS 511c, Microeconomic Analysis - Advanced

Microeconomic analysis with calculus for Masters of Public Affairs (MPA) students.

WWS 518, Game Theoretic Approaches to Bargaining, Conflict and Negotiation.

Game theory and negotiation for MPAs

Eco/COS 444, www.auction-course.com

A new course joint with Computer Science. This course explores the theory and practice of electronic auctions.

Graduate microeconomic theory and industrial organization.

Teaching Beyond the Classroom

Designing Tomorrow's Markets: Economics in the Laboratory

This was a full day seminar sponsored by the Woodrow Wilson Foundation's Teachers as Scholars program. It brought the techniques of experimental economics into the classrooms of high school and elementary school teachers.

Auctions: Negotiations in the Electronic Age

This is work in progress for the Education Technology Center at Princeton. It explores how technology affects negotiated outcomes.

The Psychology and Analytics of Negotiations

This was a two-part continuing education seminar offered to Woodrow Wilson alumni.

Selected Conference Lectures

Econometric Society Summer Meetings, "An Analysis of Stock Recommendations," 2001.

Games 2000, "The Art of Conversation" 2000.

World Congress of the Econometric Society, "Bounded Rationality and Bertrand Competition" 2000.

Russell Sage Foundation Conference on Behavioral Economics, "Bounded Rationality in Homogeneous Product Pricing Games" 1999.

Econometric Society Summer Meetings, "A Model of Expertise" 1998.

American Economic Association National Meetings, "The Vickrey-Clarke-Groves versus the Simultaneous Ascending Auction: An Experimental Approach," 1998.

Econometric Society Summer Meetings, "Bertrand Competition Revisited: Paradox Lost or Paradox Found?" 1997.

American Economic Association National Meetings, "Auctions and Cartels," 1997.

Outside Professional Activities

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

Senior Consultant, Grant Thornton, 1989-92.

Bankruptcy, Litigation, and Forensic Accounting.

08/27/02

Certified Public Accountant

Experience working with private parties in the areas of antitrust, regulation, and general business litigation. Additional information available upon request.