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AVIV NEVO

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Education

B.Sc. Mathematics and Economics, with Special Honors, Tel-Aviv University, Tel-Aviv, Israel, 1991
A.M. Economics, Harvard University, Cambridge, MA, 1994
Ph.D. Economics, Harvard University, Cambridge, MA, 1997

Appointments

HSBC Research Professor, Department of Economics, Northwestern University, Evanston, IL, 2009-
Professor, Department of Economics, Northwestern University, Evanston, IL, 2004-
Professor, Marketing Department, Kellogg School of Business, Northwestern University, Evanston, IL,
2008-
Research Associate, National Bureau of Economic Research, Cambridge, MA, 2003-

Past Positions

Assistant Professor, Department of Economics, University of California, Berkeley, CA, 1997-2003
Faculty Research Fellow, National Bureau of Economic Research, Cambridge, MA, 1997- 2003
Visiting Assistant Professor, Center for Study of Industrial Organization, Northwestern University,
Evanston, Il, Fall 2000-Spring 2001
Associate Professor, Department of Economics, University of California, Berkeley, CA, 2003-2004
Visiting Associate Professor, Sloan School of Business and Department of Economics, MIT, Cambridge,
MA, Fall 2003-Spring 2004

Grants and Honors

Graduate Fellowship, Harvard University 1992-1994
Graduate Society Fellowship Term Time Award, Harvard University 1995-1996
Alfred P. Sloan Doctoral Dissertation Fellowship, 1996-1997
UC Berkeley, Junior Faculty Research Grant, 1997-1998, 1998-1999, 1999-2000, 2000-2001
Intel Corporation Millennium Grant, 1997-2000
NSF CAREER grant SES-0093967, "Empirical Studies of Dynamics in Industrial Organization," 2001-6
UC Berkeley, Career Development Grant, 2001
University of Wisconsin at Madison, Food System Research Group Grant, 2002 (joint with Igal Hendel)
Sloan Research Fellowship, 2003
Co-Op agreement USDA ERS, 2005-2010
Compass Prize 2007 (prize for the paper making the most significant contribution to the understanding and implementation of competition policy)

Lectures and Mini-Courses

Review of Economic Studies European Tour Speaker, May 1997

Visiting Senior Lecturer, Tel-Aviv University, Tel-Aviv, Israel, June 1999

Smith Chair Lecturer, Brigham Young University, February 2001

Mini-course in Empirical IO, The Research Institute of Industrial Economics, Stockholm, Sweden, December 2002

Master class in Empirical IO, Center for Microdata Methods and Practice, University College London, London, UK, November 2004

Invited talk, 2010 Econometric Society World Congress

Published and Forthcoming Papers

“Identification of the Oligopoly Solution Concept in a Differentiated Products Industry,” *Economics Letters*, 59(3), 391-395, 1998.

“Mergers with Differentiated Products: The Case of the Ready-to-Eat Cereal Industry,” *The RAND Journal of Economics*, 31(3), 395-421, 2000. Reprinted in P. Joskow and M. Waterson ed., *Empirical Industrial Organization*, Edward Elgar, 2004.

“A Practitioner’s Guide to Estimation of Random Coefficients Logit Models of Demand,” *Journal of Economics & Management Strategy*, 9(4), 513-548, 2000.

“Measuring Market Power in the Ready-to-Eat Cereal Industry,” *Econometrica*, 69(2), 307-342, 2001.

“Sample Selection and Information-Theoretic Alternatives to GMM,” *Journal of Econometrics*, 107(1), 149-157, 2002.

“Why Do Manufacturers Issue Coupons? An Empirical Analysis of Breakfast Cereals,” *The RAND Journal of Economics*, 33(2), 319-339, 2002 (joint with Catherine Wolfram).

“Using Weights to Adjust for Sample Selection When Auxiliary Information is Available,” *Journal of Business and Economics Statistics*, 21(1), 43-52, 2003.

“New Products, Quality Changes and Welfare Measures Computed from Estimated Demand Systems,” *The Review of Economics and Statistics*, 85(2), 266-275, 2003.

“The Post-Promotion Dip Puzzle: What Do the Data Have to Say?,” *Quantitative Marketing and Economics*, 1(4), 409-424, 2003 (joint with Igal Hendel).

“Inter-temporal Substitution and Storable Products,” *Journal of the European Economic Association*, 2(2), 536-547, 2004 (joint with Igal Hendel).

“Academic Journal Pricing and the Demand of Libraries,” *American Economic Review*, 447-452, 2005 (joint with Daniel L. Rubinfeld and Mark McCabe).

“Sales and Consumer Inventory,” *The RAND Journal of Economics*, 37(3), 543-561, 2006 (joint with Igal Hendel).

“Measuring the Implications of Sales and Consumer Inventory Behavior,” *Econometrica*, 74(6), 1637-1673, 2006 (joint with Igal Hendel). Awarded the *Compass Prize 2007* (prize for the paper making the most significant contribution to the understanding and implementation of competition policy.)

“Empirical Models of Imperfect Competition: A Discussion,” *Advances in Economics and Econometrics: Theory and Applications : Ninth World Congress*, 2007 (joint with Liran Einav)

“Merger Simulation,” *The New Palgrave Dictionary of Economics*, 2008.

“An Approach for Extending Dynamic Models to Settings with Multi-Product Firms”, *Economics Letters*, 100 (2008), 49-52 (joint with Federico Rossi).

“Consumer Shopping Behavior: How Much Do Consumers Save?” (joint with Rachel Griffith, Andrew Leicester and Ephraim Leibtag) *Journal of Economics Perspectives* 23(2), Spring 2009, 99-120.

“The Relative Performance of Real Estate Marketing: MLS versus FSBOMadison.com”(joint with Igal Hendel, and Francois Ortalo-Magne), *American Economic Review* 99 (5), December 2009, 1878-98.

“Recording discrepancies in Nielsen Homescan data: Are they present and do they matter?” (joint with Liran Einav and Ephraim Leibtag), *Quantitative Marketing and Economics*, forthcoming.

“Taking the Dogma Out of Econometrics: Structural Modeling and Credible Inference” (joint with Michael Whinston), *Journal of Economics Perspectives*, Spring 2010, forthcoming.

Working Papers

“Identification with Imperfect Instruments” (joint with Adam Rosen)

“Why Does the Average Price Fall During High Demand Periods?,” (joint with Kostis Hatzitaskos)

“A Simple Model of Demand Accumulation” (joint with Igal Hendel)

“Pricing of Academic Journals,” (joint with Daniel L. Rubinfeld and Mark McCabe).

“Non-Linear Pricing of Storable Goods,” (joint with Igal Hendel and Alessandro Lizzeri).

Professional Activities

Editor, *The Journal of Industrial Economics*, 2009

Editorial Board, *Quantitative Economics*, 2009

Board of Editors, *American Economic Journal: Microeconomics*, 2009

Foreign Editor, *Review of Economics Studies*, 2007 -

Associate Editor, *The RAND Journal of Economics*, 2007 -

Associate Editor, *Journal of Industrial Economics*, 2002 - 2009

Associate Editor, *Quantitative Marketing and Economics*, 2002 -

Editorial Board, *Marketing Science*, 2002 -

Advisory Board, *Journal of Agricultural & Food Industrial Organization*, 2002 -

Refereeing for (partial list): American Economic Review, Econometrica, Econometric Reviews, Economic Journal, Economic Theory, European Economic Review, International Journal of Industrial Organization, Journal of Business and Economics Statistics, Journal of Econometrics, Journal of Economics & Management Strategy, Journal of Industrial Economics, Journal of Law and Economics, Journal of Law, Economics and Organizations, Journal of Marketing Research, Journal of Political Economy, Journal of Public Economics, Management Science, Marketing Science, National Science Foundation, Quarterly Journal of Economics, Rand Journal of Economics, Review of Economic Studies.

Program Committee, 2010 Econometric Society World Congress

Program Committee, AEA meeting, Atlanta, GA, January 2010

Program Coordinator, *Review of Economic Studies* European Tour Speaker, May 2009

Program Committee, EC² meeting, Roma 19-20 December 2008

Program Committee, 2007 QME Conference, Chicago, IL

Co-organizer, IO, Marketing and Macro Conference at the Chicago Fed, December 2006

Program Committee, 2005 Econometric Society World Congress

Co-organizer, SITE Workshop, July 2004

Program Committee, 2004 Winter Econometric Society Meetings

Organizer, NBER Productivity Fall Meeting, December 2003

Co-organizer, NBER Industrial Organization Winter Meeting, January 2000

Co-organizer, Econometrics in Tel-Aviv Conference, June 1999

Recent Consulting Experience

Consulting expert, alleged anticompetitive practices by Intel, consultant on report on behalf of AMD, 2009

Consulting expert, merger in the pharmaceutical industry, consultant on report to government agencies on behalf of merging parties, 2009

Senior Principal, arbitration between Tobacco manufacturers and Settling States regarding NPM adjustment to payments resulting from the MSA, 2008

Consulting expert, class action in a transportation industry, consultant on liability and damage report on behalf of plaintiffs, 2008

Consulting expert, alleged anti-competitive behavior in a high-tech industry, 2008

Consulting expert, price fixing in a manufacturing industry, consultant on damage report on behalf of plaintiffs, 2007

Consulting expert, merger in a retail industry, consultant on report to government agencies on behalf of merging parties, 2007

Dissertation Supervision (completion year, first job)

Eric Emch (1999, DOJ); Chris Knittel (2000, Boston University); Allison Evans Cuellar (2001, Columbia University); Ying Zhao (2001, Hong Kong Science and Technology); Sharon Horsky (2001, The Interdisciplinary Center Herzliya); Rene Kamita (2002, DOJ); Erin Mansur (2002, Yale University); Simone Peart Boyce (2002, Analysis Group); Sofia Berto Villas-Boas (2002, University of California, Berkeley); Marta Wosinska (2002, Harvard Business School); Rebecca Hellerstein (2003, New York Fed); Hyun Jin Lee (2003); Pinar Karaca (2004, RAND); Jorge Tovar (2004, Los Andes University, Bogotá, Colombia); Fernando Ferreira (2004, Wharton); Matt Lewis (2004, Ohio State University); Celeste Saravia (2004, Cornerstone Research); Allan Collard-Wexler (2006, New York University); Ambarish Chandra (2006, University of British Columbia); Joao Macieira (2007, Virginia Tech); Federico Rossi (2008, NC State); Steve Kryukov (2008, Carnegie Mellon); Min Chen (2008, Charles River

Associates); Thor Sletten (2008, Criterion Economics); Yongbae Lee (2008, Barclays Global Investors); Kanishka Misra (2009, London Business School); James Roberts (2009, Duke University); Mateo Caronia (Deloitte Transfer Pricing);