

## **VITA**

### **David A. Besanko**

Alvin J. Huss Distinguished Professor of Management and Strategy  
Kellogg School of Management  
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### **PROFESSIONAL APPOINTMENTS**

Alvin J. Huss Distinguished Professor of Management and Strategy, Kellogg School of Management, Northwestern University, 1995 to present.

Senior Associate Dean for Academic Affairs: Strategy & Planning, Kellogg School of Management, Northwestern University, July 2007 – August 2010.

Senior Associate Dean for Academic Affairs: Teaching & Curriculum, Kellogg School of Management, Northwestern University, July 2001 – August 2003.

Professor of Management and Strategy, Kellogg School of Management, Northwestern University, 1991 to 1995.

Associate Professor of Business Economics and Public Policy, Indiana University, 1988 to 1991.

Assistant Professor of Business Economics and Public Policy, Indiana University, 1982-1988 (on leave 1985).

Member Technical Staff, Bell Communications Research, Division of Applied Mathematics and Operations Research, Economics Group, January 1, 1985-December 31, 1985.

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## **EDUCATION**

Ph.D. in Managerial Economics and Decision Sciences, Northwestern University, 1982.

M.S. in Managerial Economics and Decision Sciences, Northwestern University 1980.

B.A. in Political Science, Ohio University, 1977.

## **PERSONAL INFORMATION**

Date of Birth: August 5, 1955

Marital Status: Married (Maureen); one daughter (Suvarna)

Citizenship: United States

Home Address:

617 Milburn Street

Evanston, IL 60201

(847) 332-1236

## **ACADEMIC AND SCHOLARLY HONORS**

Phi Beta Kappa, 1977.

Beta Gamma Sigma, 1982.

Indiana University Outstanding Young Faculty Award, 1989.

Michael Nemmers Distinguished Professor, 1992 - 1995.

Alvin J. Huss Distinguished Professor of Management and Strategy, 1995 – present.

## **TEACHING EXPERIENCE**

MBA courses: Public Economics and Public Policy, Microeconomics, Business Strategy, Competitive Strategy and Industry Structure.

Ph.D. courses: Microeconomic Theory, Industrial Organization, Information Economics.

Undergraduate courses: Managerial Economics.

## **TEACHING AWARDS**

L. G. Lavengood Outstanding Professor Award, Kellogg Graduate School of Management, 2010 and 1995 (voted on by the graduating MBA class).

Kellogg Alumni Choice Teaching Award, 2006 (voted on by Kellogg alumni).

Chair's Core Teaching Award, Kellogg Graduate School of Management, 1999-99, 2000-01, 2002-03, 2004-05.

Sidney J. Levy Teaching Award, Kellogg Graduate School of Management, 1997-98, 1999-00, 2008-09.

Faculty Impact Award, Fall 2008, Winter 2010 (voted on by Kellogg students).

Finalist, L.G. Lavengood Outstanding Professor of the Year Award, 1999, 2001, 2006, 2009, 2010.

Indiana School of Business MBA Teaching Excellence Award in Economics, 1986, 1987, 1988.

Indiana School of Business Doctoral Students Teaching Excellence Award, 1988.

## BOOKS

3. *Microeconomics, 4<sup>rd</sup> edition* (with Ron Braeutigam), John Wiley & Sons, 2011.
2. *The Economics of Strategy, 5<sup>th</sup> edition* (with David Dranove, Scott Schaefer, and Mark Shanley), John Wiley & Sons, 2010.
1. *Designing Regulatory Policy with Limited Information*, (with David E. Sappington), Harwood Academic Press, 1987.

## PUBLISHED ARTICLES

46. "Learning-By-Doing, Organizational Forgetting, and Industry Dynamics," (with Ulrich Doraszelski, Yaroslav Kryukov, and Mark Satterthwaite); *Econometrica* (March 2010).
45. "On the Role of Demand and Strategic Uncertainty in Capacity Investment and Disinvestment Dynamics," (with Ulrich Doraszelski, Lauren Xiaoyuan Lu, and Mark Satterthwaite), *International Journal of Industrial Organization* (July 2010).

44. "Lumpy Capacity Investment and Disinvestment Dynamics," (with Ulrich Doraszelski, Lauren Xiaoyuan Lu, and Mark Satterthwaite), *Operations Research* (July-August 2010).
43. "Market Forces Meet Behavioral Biases: Cost Misallocation and Irrational Pricing," (with Nabil Al-Najjar and Sandeep Baliga); *RAND Journal of Economics* 39:1 (2008)
42. "A Multi-Task Principal-Agent Approach to Organizational Form," (with Pierre Regibeau and Kate Rockett), *Journal of Industrial Economics*, (December 2005).
41. "Retail Pass Through on Competing Brands," (with J.P. Dube and Sachin Gupta) *Marketing Science* 24 (1) (Winter 2005).
40. "Capacity Dynamics and Endogenous Asymmetries in Firm Size," (with Uli Doraszelski) *RAND Journal of Economics* (Winter 2005).
39. "Competitive Price Discrimination Strategies in a Vertical Chain with Aggregate Retail Data," (with J.P. Dube and Sachin Gupta) *Management Science* 49 (September 2003). **Finalist for John D.C. Little Best Paper Award of 2003.**
38. "Strategy, Organization, and Incentives: Global Corporate Banking at Citibank," (with David Baron) *Industrial and Corporate Change*, (vol. 10, 2001).
37. "The Effect of Wholesale Market Deregulation on Shareholder Wealth in the Electric Power Industry (with Julia D'Souza and Ramu Thiagarajan) *Journal of Law and Economics* (April 2001).
36. "Exploiting a Cost Advantage and Coping with a Cost Disadvantage," (with David Dranove and Mark Shanley) *Management Science* (February 2001).
35. "Informational Alliances," (with David Baron) *Review of Economic Studies*, (October 1999).
34. "Logit Demand Estimation Under Competitive Pricing Behavior: An Equilibrium Framework," (with Sachin Gupta and Dipak Jain) *Management Science*, (November 1998).
33. "Do Capital Standards Increase Bank Safety," (with George Kanatas) *Journal of Financial Intermediation*, (April 1996).

32. "Exclusive Dealing in a Spatial Model of Retail Competition," (with Martin Perry), *International Journal of Industrial Organization*, (September 1994).
31. "Credit Market Equilibrium with Bank Monitoring and Moral Hazard," (with George Kanatas), *Review of Financial Studies*, Spring 1994.
30. "Equilibrium Incentives for Exclusive Dealing in a Differentiated Products Oligopoly," (with Martin Perry), *RAND Journal of Economics*, (Winter 1993).
29. "Equilibrium Incentives for Most-Favored Customer Clauses in an Oligopolistic Industry," (with Tom Lyon), *International Journal of Industrial Organization*, (September 1993).
28. "Contested Mergers and Equilibrium Antitrust Policy," (with Daniel Spulber), *Journal of Law, Economics, and Organization*, (April 1993).
27. "Relationship Banking, Deposit Insurance, and Bank Portfolio Choice," (with Anjan V. Thakor), *Financial Intermediation in the Construction of Europe*, Colin Mayer and Xavier Vives, ed. (Cambridge: Cambridge University Press), 1993.
26. "Information, Control, and Organizational Structure," (with David P. Baron), *Journal of Economics and Management Strategy*, (Summer 1992).
25. "Sequential Equilibrium Investment by a Regulated Firm, (with Daniel Spulber), *RAND Journal of Economics*, (Summer 1992).
24. "Banking Deregulation: Allocational Consequences of Relaxing Entry Barriers," (with Anjan V. Thakor), *Journal of Banking and Finance*, (September 1992).
23. "Delegation, Commitment, and the Regulatory Mandate," (with Daniel Spulber), *Journal of Law, Economics, and Organization*, (March 1992).
22. "Optimal Pricing of a Product with Periodic Enhancements," (with Wayne L. Winston), *European Journal of Operations Research*, (November 1991).
21. "Resale Price Maintenance and Manufacturer Competition for Exclusive Dealerships," (with Martin K. Perry), *Journal of Industrial Economics*, (September 1991).
20. "Delegation and Transfer Pricing in a Principal-Agent Model," (with

David Sibley), *International Economic Review*, (February 1991).

19. "Are Treble Damages Neutral?: Sequential Equilibrium and Private Antitrust Enforcement," (with Daniel Spulber), *American Economic Review*, (September 1990).
18. "Optimal Price Skimming by a Monopolist Facing Rational Consumers," (with Wayne L. Winston), *Management Science*, (May 1990).
17. "The Logit Model of Monopolistic Competition," (with Martin K. Perry and Richard Spady), *Journal of Industrial Economics*, (June 1990).
16. "Antitrust Enforcement Under Asymmetric Information" (with Daniel Spulber), *Economic Journal*, (June 1989).
15. "Enforcement of Law and Non-Cooperative Behavior," (with Daniel Spulber), *Journal of Law, Economics, and Organization*, (Spring 1989).
14. "Rate of Return Regulation and Product Variety," (with Shabtai Donnenfeld), *Journal of Public Economics*, (August 1988).
13. "Monitoring of Performance in Organizational Contracting: The Case of Defense Procurement," (with David P. Baron), *Scandinavian Journal of Economics*, (September 1988).
12. "Regulation and Product Quality in a Multiproduct Firm," (with Shabtai Donnenfeld and Lawrence J. White), *Journal of Industrial Economics*, (June 1988).
11. "The Impact of Buyers Expectations on Entry Deterrence," with Shabtai Donnenfeld), *Economic Letters*, 26:4 (1988).
10. "Monitoring, Moral Hazard, Asymmetric Information, and Risk Sharing in Procurement Contracting," (with David P. Baron), *RAND Journal of Economics*, (Winter 1987).
9. "Performance versus Design Standards in the Regulation of Pollution," *Journal of Public Economics*, (October 1987).
8. "Monopoly and Quality Distortions: Effects and Remedies," (with Shabtai Donnenfeld and Lawrence J. White), *Quarterly Journal of Economics*, (November 1987).

7. "Competition, Collateral, and Sorting Equilibria in the Credit Market," with Anjan V. Thakor), *International Economic Review*, (October 1987).
6. "Commitment and Fairness in a Continuing Regulatory Relationship," with David P. Baron), *Review of Economic Studies*, (July 1987).
5. "Competitive Equilibrium in the Credit Market Under Asymmetric Information," (with Anjan V. Thakor), *Journal of Economic Theory*, (June 1987).
4. "Multiperiod Contracts Between Principal and Agent with Adverse Selection," *Economic Letters*, 17: 1-2 (1985).
3. "Regulation, Asymmetric Information, and Auditing," (with David P. Baron), *RAND Journal of Economics*, (Winter 1984).
2. "On the Use of Revenue Requirements Regulation Under Imperfect Information," in *Analyzing the Impact of Regulatory Change*, Michael Crew, ed., Lexington Books, 1984.
1. "Regulation Information in a Continuing Relationship," (with David P. Baron), *Information Economics and Policy*, (December 1984).

## **WORKING PAPERS**

4. "The Economics of Predation: What Drives Pricing When There is Learning-by-Doing?," (with Ulrich Doraszelski and Yaroslav Kryukov).
3. "Corporate Reputational Dynamics, Private Regulation, and Activist Pressure," (with Jose Abito and Daniel Diermeier).
2. "The Impact of Market Structure and Learning on the Tradeoff Between Research Competition and Cooperation (with Jianjun Wu)
1. "Government Subsidies for Research Programs Facing "If" and "When" Uncertainty," (with Jianjun Wu)

## EXTERNAL RESEARCH GRANTS

3. National Science Foundation Grant, "Collaborative Research on Dynamic Antitrust Policy: Predatory and Limit Pricing in a Model of Learning-by-Doing and Organizational Forgetting," (with Ulrich Doraszelski), 2006-2007.
2. Citicorp Behavioral Sciences Foundation, "Strategy and Organizational Structure at Citicorp," (with David P. Baron), 1997.
1. National Science Foundation Grant, "Collaborative Research on Regulation and Continuing Relationships," (with David P. Baron), 1984-1986.

## CASES

14. "Should the Ethanol Blender's Credit be Eliminated?" (Kellogg 5-111-001) (with Melissa Ulan).
13. "High-Speed Rail in Portugal," (Kellogg 5-410-751) (with Joao Tenreiro Goncalves)
12. "Reforming Social Security Around the World" (Kellogg 5-409-758) (with Saahil Malik).
11. "Polio Eradication --- Within Our Reach?" (Kellogg 5-409-757) (with Sarah Gillis).
10. "The U.S. Federal Gasoline Tax: Time for a Change" (Kellogg 5-409-751) (with Saahil Malik).
9. "Capacity Expansion in the Global Aluminum Industry, 2006" (Kellogg 5-306-503) (with Andrew Copilevtiz).
8. "London's Congestion Charge." (Kellogg 5-206-257) (with Johannes Horner).
7. "Eurotunnel Versus the Ferries" (Kellogg 5-206-256) (with Christopher Stori).
6. "The California Power Crisis" (Kellogg 5-403-759) (with Nabil Al-Najjar).
5. "Corning Incorporated: 1999" (Kellogg 5-403-753).
4. "Electronic Data Systems and Large Outsourcing Deals" (Kellogg 5-204-253).
3. "Zoltek" (Kellogg 5-204-254).

2. "Asahi's Single Brand Strategy" (Kellogg 5-204-251).
1. "The Mother of All Pricing Battles: The 1992 Airline Price War" (Kellogg 5-204-250).

## **EDITORIAL BOARDS**

- Member, Editorial Board, *Journal of Regulatory Economics* (since 1988).
- Member, Editorial Board, *Review of Industrial Organization* (since 2006).

## **PROFESSIONAL SERVICE**

Referee for: *American Economic Review*, *Journal of Political Economy*, *Review of Economic Studies*, *Journal of Finance*, *Quarterly Journal of Economics*, *Rand Journal*, *International Economic Review*, *Journal of Public Economics*, *Economic Journal*, *Information Economics and Policy*, *Journal of Industrial Economics*, *Management Science*, *Journal of Economics and Management Strategy*, *Journal of Financial Intermediation*, *Journal of Regulatory Economics*, *Journal of Economics Behavior, and Organization*, *Review of Industrial Organization*.

- Member, AACSB Review team, Columbia University School of Business, January 2002.

## **UNIVERSITY/SCHOOL SERVICE**

- Senior Associate Dean for Academic Affairs: Strategy & Planning, Kellogg School of Management, 2007 – 2009.
- Senior Associate Dean for Academic Affairs: Curriculum and Teaching, Kellogg School of Management, July 2001 – August 2003.
- Chief Designer of, and Instructor in, "Heading an Academic Unit at Northwestern University: Leadership Among Peers," Northwestern University's orientation program for new department chairs, 2004 – 2010.
- Chair, Northwestern University Honorary Degree Committee, 2003-2004 and 2004-2005.

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- Chair, Kellogg Dean Search Committee, October 2000 – April 2001.
- Member, Northwestern University Program Review Subcommittee to review Department of Finance, 1998.
- Member Kellogg School Personnel Committee, 1991-92, 1996-1998, 2006-present.
- Department Chair, Management and Strategy, 1992-1996.

#### **EXTERNAL SERVICE**

- Member, Board of Advisors, Sheil Catholic Center, Northwestern University, 2006-2008, 2010-present
- Member, Board of Visitors, Honors Tutorial College, Ohio University, 2010-present

#### **OTHER PROFESSIONAL EXPERIENCE**

Courses in Microeconomics and Strategy for McKinsey & Company's Mini-MBA program, 1996 – present.