

## Alberto Salvo

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### ACADEMIC POSITIONS

Kellogg School of Management, Northwestern University  
Assistant Professor of Management Strategy (2005-)

Northwestern University  
Research Affiliate at the Center for the Study of Industrial Organization (2005-)  
Affiliated Faculty Member of the Transportation Center

### EDUCATION

Ph.D. in Economics, London School of Economics, July 2005  
Thesis Title: "Price Competition, Mergers and Structural Estimation in Oligopoly"  
Research Affiliate at the Suntory-Toyota International Center for Economics (2001-2005)

M.Sc. in Economics, London School of Economics, July 2000  
Gained Distinction

B.Sc. in Industrial Engineering, University of São Paulo (EP-USP), December 1994  
Ranked 3rd place among 550 students (top 1%) – Conde Armando Álvares Penteado Award

### RESEARCH INTERESTS

Industrial Organization, Environmental Economics, International Trade, Applied Microeconomics, Strategy

## PUBLICATIONS IN PEER-REVIEWED JOURNALS

(Joint with George Deltas and Helder Vasconcelos) “Consumer-Surplus-Enhancing Collusion and Trade,” *RAND Journal of Economics*, forthcoming

(Joint with Cristian Huse) “Is Arbitrage Tying the Price of Ethanol to that of Gasoline? Evidence from the Uptake of Flexible-Fuel Technology,” *Energy Journal*, 32(3), pp. 119-148, 2011

“Inferring Market Power under the Threat of Entry: The Case of the Brazilian Cement Industry,” *RAND Journal of Economics*, 41(2), pp. 326-350, 2010

(An earlier version of this paper won an Antitrust Policy Award from the Brazilian Ministry of the Treasury in November 2007.)

“Trade Flows in a Spatial Oligopoly: Gravity Fits Well, But What Does it Explain?,” *Canadian Journal of Economics*, 43(1), pp. 63-96, 2010

(This paper won the Robert Mundell prize for the best article in the Canadian Journal of Economics in 2010 by a young economist, awarded by the Canadian Economics Association.)

“Sequential Cross-border Mergers in Models of Oligopoly,” *Economica*, 77(306), pp. 352-383, 2010

“Cut-throat Fringe Competition in an Emerging Country Market: Tax Evasion or the Absence of Market Power?,” *Journal of Industrial Economics*, 57(4), pp. 677-711, 2009

(This paper won a Young Economists’ Essay Award from the European Association for Research in Industrial Economics in September 2007.)

## WORKING PAPERS

(Joint with Alon Eizenberg) “Demand in the Wake of an Emerging Middle Class and Low-End Entry,” Mimeo, Hebrew University of Jerusalem and Northwestern University, January 2012

(Joint with Cristian Huse) “Build It, But Will They Come? Evidence from Consumer Choice between Gasoline and Sugarcane Ethanol,” Mimeo, Northwestern University and Stockholm School of Economics, January 2012

## WORK IN PROGRESS—LIST OF MOST ACTIVE PROJECTS ONLY

(Joint with Alon Eizenberg) “Pricing and Entry in the Wake of an Emerging Middle Class”

(Joint with Franz Geiger, Northwestern Chemistry; ISEN support) “Fuel Mix and Local Air Quality”

“The Effect of Raising Salience on the Choice Between Gasoline and an Alternative Fuel”

(Joint with Tiago Pires) “The Tip of the Iceberg: Actual Trade Flows Understate the Extent of Globalization”

(Joint with George Deltas and Helder Vasconcelos) “Market Allocation Schemes”

## **PUBLISHED BOOK CHAPTERS**

(Joint with George Deltas and Helder Vasconcelos) “Social-Welfare-Enhancing Collusion and Trade.” In: Recent Advances in the Analysis of Competition Policy and Regulation, edited by Joseph E. Harrington, Yannis Katsoulacos, and Pierre Regibeau. Elgar Publishing, forthcoming

(In Portuguese, joint with Cristian Huse) “Estimation and Identification of Demand and Supply.” In: Quantitative Methods Applied to Antitrust and Regulation, edited by Eduardo P. S. Fiuza and Ronaldo Seroa da Motta (Instituto de Pesquisa Econômica Aplicada, IPEA), pp. 23-151. Brasília: SDE (Ministry of Justice), 2006

## **PUBLISHED POLICY PAPERS**

(In Portuguese, prepared for the Administrative Council for Economic Defense—CADE, Brazilian Ministry of Justice) “A Cautionary Note on the Applicability of the Bresnahan-Lau Framework.” Revista de Direito da Concorrência, 18 (special edition on cartels), pp. 11-59, 2008

## **TEACHING EXPERIENCE AND RECOGNITION**

### **MBA**

International Business Strategy, Kellogg School of Management, 2006-2010/11, 2009/10, 2008/09, 2006/07 Nominee for the L. G. Lavengood Outstanding Professor of the Year Award

### **MBA Case Studies (Peer-Reviewed)**

(Joint with Dan Spulber) “Cemex: International Market Maker in Cement.” Journal of Strategic Management Education, 3, pp. 1-24, 2006

### **Summer**

(Lecturer) Industrial Organization and Antitrust Policy, London School of Economics, 2004, 2005  
(TA) Industrial Organization and Antitrust Policy, London School of Economics, 2003

### **Undergraduate**

(TA) Microeconomic Principles II, London School of Economics, 2000-2003  
2002/03 Recipient of the Economics Department Quality Teaching Award  
2000/01 Recipient of the Economics Department Quality Teaching Award

## **REFEREEING ACTIVITIES**

Referee for *American Economic Review*; *Brazilian Review of Econometrics*; *Economica*; *Economic Journal*; *Economics Bulletin*; *Energy Journal*; *European Economic Review*; *Information Economics and Policy*; *International Journal of Industrial Organization*; *International Tax and Public Finance*; *Journal of Applied Econometrics*; *Journal of Economics and Management Strategy*; *Journal of the European Economic Association*; *Journal of Industrial Economics*; *Journal of the Japanese and International Economies*; *Journal of Law, Economics, & Organization*; *Journal of Political Economy*; *Journal of Public Economics*; *National Science Foundation*; *Oxford Economic Papers*; *RAND Journal of Economics*; *Review of Economics Studies*; *Review of Industrial Organization*; *Southern Economic Journal*

## HONORS, GRANTS, SCHOLARSHIPS AND FELLOWSHIPS

- 2011-12 Research Booster Grant, Initiative for Sustainability and Energy at Northwestern University (ISEN)
- 2011 Robert Mundell prize for the best article in the Canadian Journal of Economics in 2010 by a young economist
- 2010-11 Research Booster Grant, Initiative for Sustainability and Energy at Northwestern University (ISEN)
- 2007 Young Economists' Essay Award (European Association for Research in Industrial Economics, EARIE)
- 2007 Antitrust Policy Essay Award (3<sup>rd</sup> place, SEAE, Ministry of the Treasury, Brazil)
- 2003 Quality Teaching Award (Department of Economics, London School of Economics)
- 2001-2004 CAPES Research Fellowship (Ministry of Education, Brazil)
- 2001 Quality Teaching Award (Department of Economics, London School of Economics)
- 2000-2001 LSE Research Fellowship (Department of Economics, London School of Economics)
- 1999 Winner (Top 5%) of the European Campus Competition (Barclays Capital, Europe)
- 1999-2000 British Chevening Scholarship (Foreign & Commonwealth Office, UK)
- 1994 Conde Armando Álvares Penteado Award (Ranked 3<sup>rd</sup> in the School, EP-USP, São Paulo)
- 1994 Otto Ruprecht Bekman Award (Best dissertation in the Department, EP-USP, São Paulo)
- 1994 Gastão Vidigal Award (Top Economics student, GV Foundation for Economic Research, São Paulo)
- 1993 Unibanco Award for Academic Distinction (Unibanco Bank, São Paulo)
- 1991-1994 Garantia Award for Academic Distinction (Garantia Investment Bank, São Paulo)

## RESEARCH PRESENTATIONS & INVITED WORKSHOPS

- 2012 State of São Paulo's Environmental Authority (CETESB), Hebrew University of Jerusalem, Advanced Research Projects Agency—Energy Workshop, Energy Institute at UC Berkeley (planned), Northwestern University (Kellogg Marketing, planned), Northwestern-Toulouse Conference (planned)
- 2011 American Economic Association, Northwestern University (Transportation Center), Columbia University (Economics/GSB), University of California-Berkeley Bioeconomy Conference (by invitation), International Industrial Organization Conference, Iowa State Bioenergy Camp (by invitation), North American Summer Meetings of the Econometric Society, University of Illinois at Urbana-Champaign (ACE)
- 2010 Yale University (International Trade), Illinois Economics Association (DePaul University)
- 2009 Utah Winter Business Economics Conference, International Industrial Organization Conference (Northeastern University), Yale University (Summer Applied Micro Workshop), Yale School of Management (Faculty Seminar—Visitor)
- 2008 Brazilian Antitrust Authority (CADE), International Industrial Organization Conference, Canadian Economics Association (UBC), K.U. Leuven, Southern Economic Association
- 2007 American Economic Association, Purdue University, UC at Berkeley, International Industrial Organization Conference (Georgia Tech), DePaul University, NBER Summer Institute – IO (Discussant: Mark Roberts), EARIE (University of Valencia), Washington University (Olin)
- 2006 Meetings of the Brazilian Econometric Society, Institute for Applied Economic Research (IPEA), Carnegie Mellon University (Heinz/Tepper), EARIE (University of Amsterdam), North American Summer Meetings of the Econometric Society (University of Minnesota), International Industrial Organization Conference (Northeastern University)
- 2005 University of Illinois at Urbana-Champaign, Institute for Fiscal Studies, Fundação Getulio Vargas (EESP and EPGE), PUC Rio, Brazilian Antitrust Authorities (CADE and SDE), Northwestern University (Kellogg), Northeastern University, NYU Stern, UBC Sauder, University of Warwick, Università Bocconi, Universitat Pompeu Fabra
- 2004 Meetings of the Brazilian Econometric Society, London School of Economics

**OTHER PROFESSIONAL ACTIVITY**

Co-organizer of the 2011/10, 2008/09 Kellogg Strategy seminar

Member of the Selection Committee (Applied Microeconomics) for the 2006 Meetings of the Brazilian Econometric Society

Advisor and Instructor to the Brazilian Government on Antitrust Policy

2004-2006: Secretariat for Economic Law (SDE, Ministry of Justice)

2007-2008: Administrative Council for Economic Defense (CADE, Ministry of Justice)

**NON-ACADEMIC EMPLOYMENT**

Procter & Gamble, Brazil (Finance Department, including different assignments in Financial Planning, Logistics, Sales and Recruiting), 1995-1999

1997 Senior (“Group”) Manager

1996 Department Manager

1995 Supervisor

**LANGUAGES**

English, Portuguese, Spanish (Fluent Spoken and Written)