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ACADEMIC APPOINTMENTS

ILLINOIS INSTITUTE OF TECHNOLOGY, CHICAGO, IL
STUART SCHOOL OF BUSINESS
Assistant Professor of Economics

June 2009 – Present

NORTHWESTERN UNIVERSITY, EVANSTON, IL
KELLOGG SCHOOL OF MANAGEMENT

September 2013 – August 2014

Visiting Assistant Professor of Managerial Economics and Decision Sciences

DUKE UNIVERSITY, DURHAM, NC

September 2008 – August 2009

SOCIAL SCIENCES RESEARCH INSTITUTE AND DEPARTMENT OF COMPUTER SCIENCE
Research Fellow

EDUCATION

DUKE UNIVERSITY

Ph.D. Economics (*Summa Cum Laude*), 2009

Dissertation: *Essays on Privacy, Information, and Anonymous Transactions*

Focus Areas: Game Theory, Microeconomics, Mechanism Design, Industrial Organization

DUKE UNIVERSITY

M.A. Economics (*Summa Cum Laude*), 2006

STANFORD UNIVERSITY

M.S. Computer Science (*Magna Cum Laude*), 2004

UNIVERSITY OF NORTH CAROLINA

B.S. Computer Science (*Summa Cum Laude, With Distinction*), 2002

B.A. Mathematics (*Summa Cum Laude, With Distinction*), 2002

HONORS AND AWARDS

- Yahoo Research and Engagement Award, 2013 – 2014
Position: Principal Investigator. Amount: \$30,000. Unrestricted Gift.
- Illinois Institute of Technology Bauer Excellence in Undergraduate Teaching Award, 2012-2013. Awarded each year to one faculty member.
- Illinois Institute of Technology Educational and Research Initiative Award, 2012
Title: “Agent-Based Modeling: Applications to Research and Education”
Position: Co-PI. Amount: \$25,000.

- Illinois Institute of Technology, Social-Network Research Grant, 2011
Title: “Sustainable Educational Partnerships: Broadening an Academic Institution’s Network of Students.” Amount: \$4,000.
- NET Institute Research Grant, NYU Stern, 2009
Title: “Who Benefits from Online Privacy?” Amount: \$4,000.
- Duke University, Program for Advanced Research in the Social Sciences Fellowship, 2008
- Association for the Advancement of Artificial Intelligence (AAAI) Outstanding Paper Award, 2008. Awarded to 2 papers out of 937 conference submissions.
- Duke University Outstanding Teaching Assistant Award, 2007
- Duke University Calvin B. Hoover Fellowship, 2004-2006
- Stanford University Research Fellowship, 2003
- Outstanding Senior, University of North Carolina, Computer Science Department, 2002

SCHOLARLY ACCOMPLISHMENTS

ARCHIVAL JOURNAL PUBLICATIONS

- J1. “Screening Incentives and Privacy Protection in Financial Markets: A Theoretical and Empirical Analysis,” with J.-H. Kim. Forthcoming in **RAND Journal of Economics**.
- J2. “The Economics of Privacy,” with A. Acquisti and C. Taylor, accepted subject to revision, **Journal of Economic Literature**.
- J3. “Portfolio Size and Information Disclosure: An Analysis of Startup Accelerators,” with J.-H. Kim. Forthcoming in **Journal of Corporate Finance**.
- J4. “Marketing Educational Quality via International Partnerships under Brain-Drain Constraints,” with W. Ashton. Forthcoming in **Education Economics**.
- J5. “Inducing Knowledge Sharing in Teams through Cost-Efficient Compensation Schemes,” with A. Chakravarti and C. He. Forthcoming in **Knowledge Management Research & Practice**.
- J6. “False-Name-Proof Voting with Costs over Two Alternatives,” with V. Conitzer, **International Journal of Game Theory**, 2014, Volume 43, Issue 3, Pages 599–618.
- J7. “Consumer Privacy in Oligopolistic Markets: Winners, Losers, and Welfare,” with C. Taylor, **International Journal of Industrial Organization**, 2014, Volume 34, Issue 1, Pages 80–84.
- J8. “Strategic Obfuscation of Production Capacities,” with E. Durango-Cohen, **Naval Research Logistics**, 2014, Volume 61, Issue 3, Pages 244–267.

- J9. “Information Acquisition in Competitive Markets: An Application to the US Mortgage Market,” with J. Burke and C. Taylor, **American Economic Journal: Microeconomics**, 2012, Volume 4, Issue 4, Pages 65–106.
- J10. “Hide and Seek: Costly Consumer Privacy in a Market with Repeat Purchases,” with V. Conitzer and C. Taylor, **Marketing Science**, 2012, Volume 31, Issue 2, Pages 277–292.
- J11. “Choosing Fair Lotteries to Defeat the Competition,” with V. Conitzer, **International Journal of Game Theory**, 2012, Volume 41, Issue 1, Pages 91–129.
- J12. “Intellectual Property Protection and Firm Innovation,” with Y. Pruzansky, **Economics Bulletin**, 2011, Volume 31, Issue 4, Pages 2922–2932.

ARCHIVED PEER-REVIEWED CONFERENCE PROCEEDINGS

- P1. “False-Name-Proofness on Social Networks,” with V. Conitzer, N. Immerlica, J. Letchford, and K. Mungala, **Proceedings of the Workshop on Internet and Network Economics (WINE)**, 2010, Volume 6484, Pages 209–221
- P2. “Strategic Betting for Competitive Agents,” with V. Conitzer, **Proceedings of the International Conference on Autonomous Agents and Multiagent Systems (AAMAS)**, 2008, Pages 847–854.
- P3. “Optimal False-Name Proof Voting Rules with Costly Voting,” with V. Conitzer, **Proceedings of the International Conference on Artificial Intelligence (AAAI)**, Outstanding Paper Award (awarded to 2 out of 937 submissions), 2008, Pages 190–195.

PAPERS SUBMITTED AND UNDER REVISION

- S1. “The 80/20 Rule: Corporate Support for Innovation by Employees,” with S. Krasteva and P. Sharma, revise and resubmit, **International Journal of Industrial Organization**
- S2. “Outsourcing in Place: Should a Retailer Sell Its Store-Brand Factory?” with E. Durango-Cohen and C. Yano, revise and resubmit, **IIE Transactions**
- S3. “User Motivation and the Effects of Multitasking: An Analysis of An Online Q&A Forum,” with J.-H. Kim, J. Devaro, and R. Wolff
- S4. “Early-Stage Entrepreneurial Financing: A Signaling Perspective,” with J.-H. Kim
- S5. “Good News or Bad News? Information Acquisition and Applicant Screening in Competitive Labor Markets”

WORK IN PROGRESS

- W1. “The Impact of Wiretapping Legislation Post 9/11: A Theoretical and Empirical Approach” with J.-H. Kim and J. Chan
- W2. “Optimal Probing of Myopic Consumers: The Case of Chicago Public Radio,” with E. Durango-Cohen

INVITED TALKS AND CONFERENCE PRESENTATIONS

- T1. University of South Florida, Economics Department Seminar Series, October 2014. “Screening Incentives and Privacy Protection in Financial Markets: A Theoretical and Empirical Analysis.”
- T2. Conference on Internet Search and Innovation, Searle Center, Northwestern University, June 2014. “Good News or Bad News? Information Acquisition and Applicant Screening in Competitive Labor Markets.”
- T3. International Industrial Organization Conference, Northwestern University, April 2014. “Consumer Privacy in Oligopolistic Markets: Winners, Losers, and Welfare.”
- T4. International Industrial Organization Conference, Northwestern University, April 2014. “Good News or Bad News? Information Acquisition and Applicant Screening in Competitive Labor Markets.”
- T5. National Bureau of Economic Research, Cambridge MA, June 2013. “Screening Incentives and Privacy Protection in Financial Markets: A Theoretical and Empirical Analysis.”
- T6. Yahoo Research, Invited Talk, May 2013. “Screening Incentives and Privacy Protection in Financial Markets: A Theoretical and Empirical Analysis.”
- T7. Workshop on Consumer Privacy, Invited Talk, Northwestern University, May 2013. “Screening Incentives and Privacy Protection in Financial Markets: A Theoretical and Empirical Analysis.”
- T8. International Industrial Organization Conference, Boston MA, April 2013. “Portfolio Size and Information Disclosure: An Analysis of Startup Accelerators.”
- T9. International Industrial Organization Conference, Boston MA, April 2013. “Screening Incentives and Privacy Protection in Financial Markets: A Theoretical and Empirical Analysis.”
- T10. Consumer Financial Protection Bureau, Invited Talk, Washington DC, March 2013. “Screening Incentives and Privacy Protection in Financial Markets: A Theoretical and Empirical Analysis.”

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- T11. Midwest Financial Association, Chicago IL, March 2013. “Portfolio Size and Information Disclosure: An Analysis of Startup Accelerators.”
- T12. University of Alabama, Economics Department Seminar Series, Invited Talk, February 2013. “Information Acquisition in Competitive Markets: An Application to the US Mortgage Market.”
- T13. American Summer Meeting of the Econometric Society, Northwestern University, June 2012. “Early-Stage Entrepreneurial Financing: A Signaling Perspective.”
- T14. International Industrial Organization Conference, George Mason University, April 2012. “Early-Stage Entrepreneurial Financing: A Signaling Perspective.”
- T15. International Industrial Organization Conference, George Mason University, April 2012. “Information Acquisition in Competitive Markets: An Application to the US Mortgage Market.”
- T16. International Conference on Game Theory, Stony Brook University, June 2011. “Information Acquisition in Competitive Markets: An Application to the US Mortgage Market.”
- T17. American Summer Meeting of the Econometric Society, Washington University, June 2011. “Information Acquisition in Competitive Markets: An Application to the US Mortgage Market.”
- T18. American Summer Meeting of the Econometric Society, Washington University, June 2011. “The 80/20 Rule: Corporate Support for Innovation by Employees.”
- T19. International Industrial Organization Conference, Northeastern University, April 2011. “The 80/20 Rule: Corporate Support for Innovation by Employees.”
- T20. International Industrial Organization Conference, Northeastern University, April 2011. “Information Acquisition in Competitive Markets: An Application to the US Mortgage Market.”
- T21. University of Haifa, Economics Department Seminar Series, Invited Talk, March 2011. “Information Acquisition in Competitive Markets: An Application to the US Mortgage Market.”
- T22. INFORMS, University of Texas Austin, November 2010. “The 80/20 Rule: Corporate Support for Innovation by Employees.”
- T23. Midwest Theory and Trade Conference, University of Wisconsin, October 2010. “Hide and Seek: Costly Consumer Privacy in a Market with Repeat Purchases.”
- T24. Workshop on Internet and Network Economics, Stanford University, June 2010. “False-Name-Proofness on Social Networks.”

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- T25. Illinois Economic Association, March 2010. “Hide and Seek: Costly Consumer Privacy in a Market with Repeat Purchases.”
- T26. Federal Trade Commission Microeconomics Conference, Invited Talk, Washington DC, October 2009. “Hide and Seek: Costly Consumer Privacy in a Market with Repeat Purchases.”
- T27. Telecommunications Policy Research Conference, George Mason University, March 2009. “Hide and Seek: Costly Consumer Privacy in a Market with Repeat Purchases.”
- T28. Institute of Computational Economics, Booth School of Business, University of Chicago, June 2009. “Optimal False-Name Proof Voting Rules with Costly Voting.”
- T29. American Summer Meeting of the Econometric Society, Boston University, June 2009. “Hide and Seek: Costly Consumer Privacy in a Market with Repeat Purchases.”
- T30. NET Institute for Research Network Economics, Stern School of Business, Invited Talk, New York University, May 2009. “Hide and Seek: Costly Consumer Privacy in a Market with Repeat Purchases.”
- T31. International Industrial Organization Conference, Northeastern University, April 2009. “Choosing Fair Lotteries to Defeat the Competition.”
- T32. International Industrial Organization Conference, Northeastern University, April 2009. “Optimal False-Name Proof Voting Rules with Costly Voting.”
- T33. International Industrial Organization Conference, Northeastern University, April 2009. “Hide and Seek: Costly Consumer Privacy in a Market with Repeat Purchases.”
- T34. Lehigh University, Economics Department, Invited Talk, February 2009. “Hide and Seek: Costly Consumer Privacy in a Market with Repeat Purchases.”
- T35. International Conference on Artificial Intelligence, Chicago, IL, May 2008. “Optimal False-Name Proof Voting Rules with Costly Voting.”
- T36. GAMES World Congress of the Game Theory Society, Northwestern University, May 2008. “Optimal False-Name Proof Voting Rules with Costly Voting.”
- T37. International Conference on Autonomous Agents and Multiagent Systems, March 2008. “Strategic Betting for Competitive Agents.”
- T38. Victor Rothschild Symposium in Economic Theory, Hebrew University, June 2007. “Strategic Betting for Competitive Agents.”

CONFERENCE PROGRAM COMMITTEES AND REFEREEING SERVICE

- On the program committees of the following conferences:
 - ACM Electronic Commerce (EC), 2014
 - Workshop on the Economics of Information Security (WEIS), 2012, 2013
 - International Conference on Autonomous Agents and Multiagent Systems (AAMAS), 2013
 - Workshop on Internet and Network Economics (WINE), 2012
- Ad-hoc referee for the following journals:
 - Journal of Economics & Management Strategy
 - RAND Journal of Economics
 - Electronic Markets
 - Economic Inquiry
 - Journal of Media Economics
 - International Journal of Industrial Organization
 - International Journal of Game Theory
 - Scandinavian Journal of Economics
 - Artificial Intelligence Journal
 - Review of Industrial Organization
 - Journal of Economic Behavior and Organization

PROFESSIONAL AFFILIATIONS

- Member, American Economic Association, 2008-Present
- Member, Industrial Organization Society, 2008-Present
- Member, Econometric Society, 2008-Present
- Member, INFORMS, 2009-Present
- Academic Advisor, Yahoo Labs, 2012-Present
- Member, Privacy Economics Research Network, 2011-Present