
LIAD WAGMAN

CONTACT

2001 Sheridan Rd, Jacobs Center, Suite 587
Evanston, IL 60208-2001
Tel: (773) 980-9883
Email: lwagman@kellogg.northwestern.edu, lwagman@stuart.iit.edu
Web: lwagman.org

ACADEMIC POSITIONS

2013 – 2014:
Visiting Assistant Professor of Managerial Economics and Decision Sciences
Kellogg School of Management
Northwestern University

2009 – Present:
Assistant Professor of Economics
Stuart School of Business
Illinois Institute of Technology

2008 –2009:
Research Fellow, Social Sciences Research Institute, Duke University
Research Fellow, Computer Science Department, Duke University

EDUCATION

Ph.D. in Economics (Summa Cum Laude), Duke University, 2009
Dissertation: Essays on Privacy, Information, and Anonymous Transactions

M.A. in Economics (Summa Cum Laude), Duke University, 2006

M.S. in Computer Science (Magna Cum Laude), Stanford University, 2004

B.S. in Computer Science (Summa Cum Laude), B.A. in Mathematics (Summa Cum Laude),
University of North Carolina, 2002

AREAS OF INTEREST

Economics of Information, Privacy, Applied Microeconomics, Game Theory, Industrial
Organization, Entrepreneurial Finance

TEACHING

Kellogg School of Management:
MBA: Managerial Economics and Competition

Stuart School of Business:
PhD: Microeconomics, Game Theory
MBA: Managerial Economics, Negotiations and Strategy
Undergraduate: Principles of Economics, Intermediate Microeconomics, Game Theory

PUBLICATIONS

1. "Consumer Privacy in Oligopolistic Markets: Winners, Losers, and Welfare," with Curtis Taylor, *International Journal of Industrial Organization*, forthcoming
2. "False-Name-Proof Voting with Costs over Two Alternatives," with Vincent Conitzer, *International Journal of Game Theory*, forthcoming
3. "Strategic Obfuscation of Production Capacities," with E. Durango-Cohen, *Naval Research Logistics*, forthcoming
4. "Inducing Knowledge Sharing in Teams through Cost-Efficient Compensation Schemes," with A. Chakravarti and C. He, *Knowledge Management Research & Practice*, forthcoming
5. "Information Acquisition in Competitive Markets: An Application to the US Mortgage Market," with J. Burke and C. Taylor, *American Economic Journal: Microeconomics*, 4(4), 65—106, 2012
6. "Hide and Seek: Costly Consumer Privacy in a Market with Repeat Purchases," with Vincent Conitzer and Curtis Taylor, *Marketing Science*, 31(2), 277—292, 2012
7. "Choosing Fair Lotteries to Defeat the Competition," with Vincent Conitzer, *International Journal of Game Theory*, 41(1), 91—129, 2012
8. "Intellectual Property Protection and Firm Innovation," with Yoni Pruzansky, *Economics Bulletin*, 31(4), 2922—2932, 2011

PEER-REVIEWED PROCEEDINGS

9. "False-Name-Proofness on Social Networks," with Vincent Conitzer, Nicole Immorlica, Joshua Letchford, and Kamesh Mungala, in the proceedings of the *Workshop on Internet and Network Economics (WINE)*, 2010
10. "Strategic Betting for Competitive Agents," with Vincent Conitzer, in the proceedings of the *International Conference on Autonomous Agents and Multiagent Systems (AAMAS)*, 2008
11. "Optimal False-Name Proof Voting Rules with Costly Voting," with Vincent Conitzer, in the proceedings of the International Conference on Artificial Intelligence (**AAAI**), winner of the *Outstanding Paper Award*, 2008

WORKING PAPERS

12. "Screening Incentives and Privacy Protection in Financial Markets: A Theoretical and Empirical Analysis," with Jin-Hyuk Kim, revise and resubmit, *RAND Journal of Economics*
13. "Staged Financing and Angel Investing: A Signaling Perspective," with Jin-Hyuk Kim, revise and resubmit, *Journal of Financial Intermediation*
14. "Marketing Educational Quality via International Partnerships under Brain-Drain Constraints," with Weslyne Ashton, revise and resubmit, *Education Economics*
15. "The Economics of Privacy," with Alessandro Acquisti and Curtis Taylor, peer-reviewed commissioned survey, *Journal of Economic Literature*
16. "Portfolio Size and Information Disclosure: An Analysis of Startup Accelerators," with Jin-Hyuk Kim, revise and resubmit, *Journal of Corporate Finance*
17. "Good News or Bad News? Social Media and Employee Screening in Competitive Labor Markets," under review
18. "The 80/20 Rule: Corporate Support for Innovation by Employees," with Silvana Krasteva and Priyanka Sharma, under review

19. "Outsourcing in Place: Should a Retailer Sell Its Store-Brand Factory?" with Elizabeth Durango-Cohen and Candace Yano

WORK IN PROGRESS

20. "On Pre-Existing Conditions and the Cost of Health Insurance under ObamaCare," with Chaohua He

21. "Strategic Probing of Myopic Consumers: The Case of Chicago Public Radio," with Elizabeth Durango-Cohen

ACADEMIC HONORS AND AWARDS

IIT *Bauer Excellence in Teaching Award* (awarded to one faculty member), 2012-2013

Yahoo! Research and Engagement Award, \$30,000, 2012-2013

IIT *Sigma Xi Research Award Finalist*, 2013

IIT *Educational and Research Initiative Award*, \$25,000, 2012-2013

IIT *Social Network Research Grant*, \$4,000, 2011-2012

NET Institute, NYU Stern, Research Grant, \$4,000, 2008-2009

Duke University, *Program for Advance Research in the Social Sciences Fellowship*, 2008-2009

Fellow at the Social Sciences Research Institute, Duke University, 2008-2009

AAAI08, *Outstanding Paper Award* (awarded to 2 papers out of 937 submissions), 2008

Duke University, *Outstanding Teaching Assistant Award*, 2007

Duke University, *Calvin B. Hoover Fellowship*, 2004-2005

Stanford University, *Research Fellowship*, 2003

RECENT PRESENTATIONS

Conference on Internet Search and Innovation, Northwestern University, 2014 (scheduled)

International Industrial Organization Conference, Chicago IL, 2014 (scheduled)

National Bureau of Economic Research, Cambridge MA, 2013

Conference on Internet Search and Innovation, Northwestern University, 2013

Yahoo! Labs Speaker Series, Haifa, Israel, 2013

International Industrial Organization Conference, Boston, 2013

Workshop on Consumer Privacy, Northwestern University, 2013

Yahoo! Labs Speaker Series, Sunnyvale CA, 2013

Consumer Financial Protection Bureau, Washington DC, 2013

Midwest Financial Association, Chicago IL, 2013

University of Alabama, Tuscaloosa, Economics Department, 2013

American Summer Meeting of the Econometric Society, Northwestern, 2012

International Industrial Organization Conference, George Mason, 2012

International Conference on Game Theory, Stony Brook, 2011

INFORMS, Charlotte NC, 2011

American Summer Meeting of the Econometric Society, St. Louis, 2011

International Industrial Organization Conference, Boston MA, 2011

University of Haifa, Economics Department Seminar Series, 2011

Midwest Theory and Trade Conference, University of Wisconsin, 2010

INFORMS, UT Austin, 2010

Workshop on Internet and Network Economics, Stanford University, 2010

Illinois Economic Association, DePaul University, 2010
Federal Trade Commission Microeconomics Conference, Washington DC, 2009
Telecommunications Policy Research Conference, George Mason, 2009
Institute of Computational Economics, Chicago Booth, 2009
American Summer Meeting of the Econometric Society, Boston University, 2009
NET Institute Conference, NYU Stern, 2009
International Industrial Organization Conference, Boston MA, 2009
International Conference on Artificial Intelligence, Chicago IL, 2008
GAMES World Congress of the Game Theory Society, Northwestern, 2008
International Conference on Autonomous Agents and Multiagent Systems, Portugal, 2008
18th Victor Rothschild Symposium in Economic Theory, Hebrew Univ, Jerusalem, 2007

OTHER PROFESSIONAL AND ACADEMIC EXPERIENCE

2004-2009 Department of Economics, Duke University, Durham NC
Instructor, Intermediate and Advanced Microeconomics
Head Teaching Assistant for Doctoral Game Theory, Doctoral Microeconomics,
Masters-level Game Theory, and Undergraduate Microeconomics
2003-2004 Center for International Security and Cooperation, Stanford University, Stanford CA
Research Assistant, Dr. Dean Wilkening
2003-2004 Morrison Institute of Biological Research, Stanford University, Stanford CA
Research Assistant, Professor Marcus Feldman
Research Assistant, Professor Miriam Reiner
2003-2004 Software Engineer, OpenSource Inc, Menlo Park, CA

PROFESSIONAL SERVICE

Conference Program Committees:

ACM Electronic Commerce (2014), Workshop on the Economics of Information Security (WEIS)
2012 and 2013, Workshop on Internet and Network Economics (WINE) 2012, The International
Conference on Autonomous Agents and Multiagent Systems (AAMAS) 2013

Refereeing:

Journal of Economics & Management Strategy, RAND Journal of Economics, Electronic Markets,
Journal of Media Economics, ACM Electronic Commerce, International Journal of Industrial
Organization, International Journal of Game Theory, Artificial Intelligence Journal

University and Departmental/School Service:

MBA Assurance of Learning Committee, 2010-Present
Graduate Program Committee, 2010-Present
Economics Degree Program Committee, 2012-Present
Mobile Computing Committee, 2010-Present
Undergraduate Program Committee, 2010-2011
Research and Faculty Development, 2009-2010
Joint Programs and Co-Terminal Degrees, 2009-2010

Professional Affiliations:

American Economic Association, Industrial Organization Society, Yahoo Labs, INFORMS, Privacy
Economics Research Network