

DYLAN B. MINOR

Kellogg School of Management (MEDS)
Northwestern University
2001 Sheridan Road
Evanston, IL 60208-2001

telephone: +1 847 491 2978
Web: www.dylanminor.com
email: d-minor@kellogg.northwestern.edu
Citizenship: USA

ACADEMIC POSITIONS

Kellogg School of Management

2011-current

Donald P. Jacobs Scholar

Assistant Professor, Managerial Economics & Decision Sciences

EDUCATION

University of California, Berkeley

Doctor of Philosophy

University of California, Berkeley

Masters of Science

University of California, Santa Barbara

BA (*Summa Cum Laude*)

RESEARCH INTERESTS

Applications: Business and Society, Personnel Economics, Organizational Economics, Corporate Governance and Corruption

Methods: Game Theory, Auctions, Experimental Economics and Applied Econometrics

Economics of Competition:

1. "Increasing Effort through Rewarding the Best Less" (under review)
2. "Coarse Thinking and Competition" (under review)
3. "Selecting the Best? Effort Spillover and Shadows in Elimination Tournaments" (with Jen Brown--under review) [featured in the Wall Street Journal]
4. "Collusion or Social Preferences?" (with Pablo Hernandez and Dana Sisak)
5. "Competing Match Makers: An Experimental Analysis" (with Tanjim Hossain and John Morgan) *Management Science*, Vol 57(11), November, 2011

Business and Society:

5. "Misconduct in Credence Goods Markets" (with Jen Brown)
6. "The Value of Corporate Citizenship" (under review)

7. "Good Company or Good Manager? The Antecedents of Corporate Social Responsibility" (with Bryan Hong)

8. "CSR as Reputation Insurance: *Primum Non Nocere*" (with John Morgan) *California Management Review*, Vol 53(3), Spring, 2011 [Finalist for the 2012 CMR's Best Article Award]

Work in Progress

Economics of Competition:

1. Large Tournaments (with John Morgan)

Business and Society:

2. Pay for Performance: Environmental Disasters and Accounting Scandals
3. Labor Sorting on Dimensions of Corporate Social Responsibility and Talent (with Pablo Hernandez)
4. Politician risk aversion and misconduct

INVITED PRESENTATIONS

Workshop in Natural Experiments and Controlled Field Studies 2013 [scheduled], ALEA 2013 [scheduled], CRES 2013 [scheduled], AEA 2013, HBS I&I workshop (2012), New York University (Stern), Workshop in Natural Experiments and Controlled Field Studies 2012, Center for Research in Economics and Strategy Conference (2012), 2012 NBER Winter Meeting (IO), Kellogg School of Management, North American Econometric Society meeting (2011), Center for Research in Economics and Strategy Conference (2011), University of Toronto (Rotman), University of Maryland (Smith), Kellogg School of Management, Harvard Business School, Wharton, American Economic Association Meetings (2011), Harvard Business School (I&I Conference), Northwestern University, Ross School of Business, University of Michigan, Western Economic Association International, International Conference on Game Theory, Stony Brook, SUNY Advanced Workshop in Experimental Economics, University of Sydney Department of Economics, UC Berkeley, Haas Business School, UC Berkeley

TEACHING INTERESTS

Business & Society (especially Non Market Strategy), economics of incentives, personnel economics, auctions, managerial economics and game theory

CURRENT TEACHING

MBA SEEK 441 (Strategic Management in Nonmarket Environments)

ACADEMIC SERVICE

Referee for *Business & Society*, *California Management Review*, *Econometrica*, *Economic Inquiry*, *Economic Theory*, *Journal of Economics & Management Strategy*, *Journal of Economic Behavior & Organizations*, *Journal of Law, Economics & Organization*, *Journal of Mathematical Economics*, *Quarterly Journal of Political Science*, *Review of Economic Studies*, and *Scandinavian Journal of Economics*

AWARDS

Sasaskawa Fellowship
Haas School Fellowship
California Management Review Scholar

Dean Dissertation Fellowship
IMCA Grant for Finance Research
Xlab for Experimental Studies
IBER Grant for Experimental Studies

PROFESSIONAL EXPERIENCE

Omega Financial Group Santa Barbara, California	Founder and chief investment officer
NeunuebelMinor of Wachovia Securities Santa Barbara, California	First Vice President, Investment Officer
Morgan Stanley Santa Barbara, California	Vice President, Investments

OUTSIDE ACTIVITIES

Founder and chief investment officer of Omega Financial Group, a wealth management firm February 2010-present

PERSONAL

Married (Caroline Minor) with one child (Julia)