

JENNIFER BROWN

Department of Management and Strategy
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APPOINTMENTS

- September 2012 *Associate Professor of Management and Strategy* (without tenure)
Kellogg School of Management, Northwestern University
- September 2008 *Assistant Professor of Management and Strategy*
Kellogg School of Management, Northwestern University
- May 2011 *Faculty Research Fellow*
National Bureau of Economic Research
- September 2008 *Affiliate*, Center for the Study of Industrial Organization
Northwestern University
- December 2008 *External affiliate*, Center for the Study of Auctions, Procurements and Competition
Policy. The Pennsylvania State University

EDUCATION

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|-------|---|-------------------------|------|
| Ph.D. | in Agricultural & Resource Economics | UC - Berkeley. | 2008 |
| | Dissertation Advisors: <i>John Morgan (Economics & Haas)</i> , <i>Jeffrey Perloff (ARE)</i> | | |
| MSc. | in Agricultural Economics | University of Guelph. | 2003 |
| BSc. | in Agribusiness (<i>with distinction</i>) | University of Manitoba. | 2001 |

PUBLICATIONS

- Brown, Jennifer. 2011. "Quitters Never Win: The (Adverse) Incentive Effects of Competing with Superstars." *Journal of Political Economy*, 119(5): 982-1013.
- Brown, Jennifer, Tanjim Hossain, and John Morgan. 2010. "Shrouded Attributes and Information Suppression: Evidence from the Field." *Quarterly Journal of Economic*, 125(2): 859-876.
- Brown, Jennifer, and John Morgan. 2009. "How much is a Dollar Worth? Tipping versus Equilibrium Coexistence on Competing Online Auction Sites." *Journal of Political Economy*, 117(4): 668-700.
- Brown, Jennifer, and John Morgan. 2009. "Moving Targets: Price, Quality, and Platform Competition." *Journal of Marketing Research*, 46(2): 158-159. (Commentary and Rejoinder on "Does Quality Win? Network Effects Versus Quality in High-Tech Markets")
- Berck, Peter, Jennifer Brown, Jeffrey Perloff, and Sofia Villas-Boas. 2008. "Sales: Tests of Theories on Causality and Timing." *International Journal of Industrial Organization*, 26(6): 1257-1273.
- Brown, Jennifer, Justine Hastings, Erin Mansur, and Sofia Villas-Boas. 2008. "Reformulating Competition? Gasoline Content Regulation and Wholesale Gasoline Prices." *Journal of Environmental Economics and Management*, 55(1): 1-19.

Brown, Jennifer, and John Morgan. 2006. "Reputation in Online Auctions: The Market for Trust." *California Management Review*, 49(1): 61-81. (CMR's Accenture Award Finalist)

Brown, Jennifer, John Cranfield, and Spencer Henson. 2005. "Relating Consumer Willingness-to-pay for Food Safety to Risk Tolerance: An Experimental Approach." *Canadian Journal of Agricultural Economics*, 53(2-3): 249-263.

Brown, Jennifer. 2001. "Price discrimination and pricing to market behavior of Canadian canola exporters." *American Journal of Agricultural Economics*. 83(5): 1343-49

OTHER PUBLICATIONS

Brown, Jennifer, and Craig Garthwaite. 2012. *The Global Aircraft Manufacturing Industry, 2002-2011*. Kellogg Case #5-312-505.

Busse, Meghan, Craig Garthwaite, and Jennifer Brown. 2011. *Starbucks: A Story of Growth*. Kellogg Case #5-211-25.

WORKING PAPERS

Brown, Jennifer and Dylan Minor. 2013. "Selecting the Best? Spillover and Shadows in Elimination Tournaments." NBER Working Paper #17639. (Revision requested by *Management Science*)

Brown, Jennifer, and David Matsa. 2013. "Boarding a Sinking Ship? An Investigation of Job Applications to Distressed Firms." NBER Working Paper #18208 (Revision requested by *Journal of Finance*)

Brown, Jennifer, and Dylan Minor. 2013. "Misconduct in Credence Good Markets." NBER Working Paper #18608 (*under review*)

Brown, Jennifer, and Jin Li. 2010. "Going for it: The Adoption of Risky Strategies in Tournaments."

RESEARCH IN PROGRESS

"Virtual Gifts: What supports user generated content?" with John Morgan (UC-Berkeley)

"Information Disclosure in Oil and Gas Lease Auctions: Nomination vs. Area-Wide Sales" with Ryan Kellogg (University of Michigan)

"Opportunistic Hiring During the Great Recession" with David Matsa (Northwestern University)

"Peer Effects and Risk Taking" with Dmitry Ryvkin and Phil Brookins (Florida State University)

GRANTS, SCHOLARSHIPS & AWARDS

Chairs' Core Course Teaching Award – Kellogg School of Management, 2012-2013.

Faculty Impact Award for MBA teaching – Kellogg School of Management, Fall 2009.

Sloan Foundation Industry Studies Site Visit Grant. 2009.

UC-Berkeley Competition Policy Center Dissertation Prize. 2008.

Outstanding Graduate Student Instructor Award – UC-Berkeley. 2007.

Sydney Hoos Award for Best Graduate Student Econometrics Paper – UC-Berkeley. 2005.

Ontario Graduate Scholarship – University of Guelph. 2002-2003.

University of Manitoba Gold Medal in Agribusiness. 2001.

TEACHING EXPERIENCE

Kellogg School of Management: Instructor for core MBA business strategy course (MGMT431).
Winter, Spring and Fall 2009; Fall 2010; Fall 2011; Fall 2012; Fall 2013.
Faculty Impact Award Fall 2009; Chairs' Core Course Teaching Award, 2011-2012.

UC-Berkeley, Department of Agricultural & Resource Economics: Teaching assistant for undergraduate introductory environmental economics course. Spring and Fall semesters, 2006.
Award for Outstanding Teaching.

University of Guelph, Department of Agricultural Economics: Teaching assistant for upper undergraduate microeconomics course. 2001.

SEMINARS

2013-2014: Federal Reserve Bank of Chicago; DePaul University; HEC Montreal (scheduled)
2012-2013: MIT (Economics); Harvard Business School (NOM); University of California - Berkeley (Haas); Florida State University; National University of Singapore; Shanghai University of Finance and Economics; Tsinghua University; Bank of Portugal.
2011-2012: MIT (Sloan); MIT (Organization Economics); Columbia University (GSB); LMU Munich; University of Rochester (Simon); Northwestern University (Kellogg – Management & Strategy)
2010-2011: Stanford University (GSB); Heidelberg University; University of Cologne
2009-2010: Harvard Business School (NOM); University of Utah (Eccles); Illinois Institute of Technology (Stuart); UC-Berkeley (Haas)
2008-2009: Northwestern University (Kellogg – Marketing); University of Guelph.
2007-2008: London Business School; Northwestern University (Kellogg – Management & Strategy); Purdue University; University of British Columbia; University of California - Berkeley (ARE and Economics); University of Iowa; UCLA (Anderson); University of Toronto (Rotman).

CONFERENCE PRESENTATIONS & DISCUSSIONS

American Economics Association Annual Meeting. Philadelphia, PA. 2014. (scheduled discussant)
Northwestern University's Searle Center Research Roundtable on Workplace Science. 2013.
University of Tokyo's Symposium on Personnel Management. Tokyo. 2013.
CSIO-IDEI Joint Workshop on Industrial Organization. Toulouse. 2013.
International Industrial Organization Conference. Boston, MA. 2013.
Winter Business Economics Conference. Salt Lake City, UT. 2013.
European Winter Finance Conference. Switzerland. 2013.
American Economics Association Annual Meeting. San Diego, CA. 2013.
American Finance Association Annual Meeting. San Diego, CA. 2013.
NBER Law & Economics Summer Institute. 2012.
NBER Economics of Information Technology and Digitization Summer Institute. 2012. (discussant)
Workshop on Natural Experiments and Controlled Field Studies. Germany. 2012.
IZA/SOLE Transatlantic Labour Studies Meeting. Germany. 2012.
NBER IO Program Winter Meetings. 2012.
International Industrial Organization Conference. Arlington, VA. 2012.
CSIO-IDEI Joint Workshop on Industrial Organization. Toulouse. 2011.
Workshop on Natural Experiments and Controlled Field Studies. Germany. 2011.
Research Roundtable on the Law and Economics of Digital Markets. Chicago. 2011. (discussant)
International Industrial Organization Conference. Boston, MA 2011. (discussant)
Tournaments, Contest and Relative Performance Measures. Raleigh, NC. 2011.
UBC Summer Conference on Industrial Organization. 2010.
Canadian-United States Energy Issues after Copenhagen. Chicago, IL. 2010.

Winter Business Economics Conference. Salt Lake City, UT. 2010. (discussant)
INFORMS. San Diego, CA. 2009.
Quantitative Marketing and Economics. Chicago, IL. 2009. (discussant)
Tournaments, Contest and Relative Performance Measures. Raleigh, NC. 2008.
European Association of Research in Industrial Economics (EARIE) Annual Meeting. Portugal. 2005.
Economic Science Association (ESA) Annual Meeting. Montreal, Canada. 2005.
American Agricultural Economics Association (AAEA) Annual Meeting. Montreal, Canada. 2003.
American Agricultural Economics Association (AAEA) Annual Meeting. Chicago, IL. 2001.

MEDIA COVERAGE

“Shadows and Spillovers in Tournaments” featured in: *Wall Street Journal* “Week in Ideas” (Dec. 2011)

“Tournaments with Superstars” featured on/in: *Wall Street Journal* (April 2011 & April 2010); *Globe and Mail* (Canada. April 2010); *ESPN Sports Center* (April 2008), *National Public Radio's All Things Considered* (April 2008), *Golf Digest* (May 2008), *Slate Magazine*, *Frankfurter Allgemeine Zeitung* (Germany), *Los Angeles Times*, *Boston Globe*, newspapers in India, the UK, Austria.

“Reputation in Online Auctions” featured in: *The Wall Street Journal*, *San Francisco Chronicle*, *USNews*, *Wired*, *Contra Costa Times* (January 2007)

ACADEMIC ACTIVITIES

Reviewer: *American Economic Review*, *Quarterly Journal of Economics*, *American Economic Journal: Applied Economics*, *RAND Journal of Economics*, *Review of Economic Studies*, *Journal of Economics and Management Strategy*, *Journal of Economic Behavior & Organization*, *Management Science*, *International Journal of Industrial Organization*, *Economic Inquiry*, *Economic Journal*, *The B.E. Journal of Economic Analysis & Policy*, *Journal of the Japanese and International Economies*, *European Economic Review*, *Journal of Sports Economics*, *Journal of Economic Psychology*, *American Journal of Agricultural Economics*, *Canadian Journal of Agricultural Economics*