

# SOHEIL GHILI

2001 SHERIDAN RD,  
EVANSTON, IL 60208  
PHONE: (847) 682-3430

E-mail: [s-ghili@kellogg.northwestern.edu](mailto:s-ghili@kellogg.northwestern.edu)  
Website: <http://www.kellogg.northwestern.edu/faculty/ghili>

## **EDUCATION**

Ph.D. in Managerial Economics and Strategy, Kellogg School of Management, Northwestern University  
September 2011 to June 2017 (Expected)

M.Sc. in Managerial Economics and Strategy, Kellogg School of Management, Northwestern University  
September 2011 to June 2012

MBA, Sharif University of Technology (2011)

B.Sc. in Electrical Engineering, Sharif University of Technology (2008)

## **RESEARCH INTERESTS**

Industrial Organization, Health Economics, Applied Microeconomics

## **FELLOWSHIPS**

2011-2016 Kellogg School of Management Graduate Fellowship  
2016-2017 General Motors Research Center Fellowship

## **TEACHING EXPERIENCE**

1 quarter TA to Prof. Dranove, Analytics of Strategy (Review Sessions and Grading, **MBA**)  
1 quarter TA to Prof. Schummer, Economics of Competition (Review Sessions and Grading, **EMBA**)  
5 quarters TA to Profs Klibanoff and Gradwohl, Statistical Decision Analysis (Grading, **MBA**)  
1 quarter TA to Prof. Bassamboo, Statistical Decision Analysis (Review Sessions and Grading, **EMBA**)  
6 quarters TA to Profs Weinstein and Gradwohl, Managerial Economics (Grading, **PhD**)

## **RESEARCH PAPERS**

**Network-Formation and Bargaining in Vertical Markets: The Case of Narrow Networks in Health Insurance** [[Job Market Paper](#)]

**Assessing Whether Reverse Payment Settlements Delay Generic Entry, and by How Much** (*with Matt Schmit*) [[forthcoming, the Antitrust Law Journal](#)]

**Insurance Options** [[Working Paper](#)]

**Ellsberg Behavior: A Monotonicity Consideration and its Implications** (*with Peter Klibanoff*) [[Working Paper](#)]

## **PROFESSIONAL ACTIVITY**

Referee for: Journal of the European Economic Association (JEEA), International Journal of Health Economics and Management (IHFE)

## **REFERENCES**

Prof. David Dranove (Co-chair)  
Kellogg School of Management,  
Northwestern University  
[d-dranove@kellogg.northwestern.edu](mailto:d-dranove@kellogg.northwestern.edu)

Prof. Igal Hendel (Co-chair)  
Economics Department,  
Northwestern University  
[igal@northwestern.edu](mailto:igal@northwestern.edu)

Prof. Peter Klibanoff  
Kellogg School of Management,  
Northwestern University  
[peterk@kellogg.northwestern.edu](mailto:peterk@kellogg.northwestern.edu)

Prof. William Rogerson  
Economics Department,  
Northwestern University  
[wrogerson@northwestern.edu](mailto:wrogerson@northwestern.edu)