

## **Curriculum Vitae**

### **Michael J. Mazzeo**

**Contact Information:** Kellogg School of Management  
Department of Management and Strategy  
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**Birthdate:** April 2, 1970

#### **Education:**

Stanford University, Ph.D., Economics, 1998  
Stanford University, A.B., Economics and Urban Studies, 1991

#### **Academic Positions:**

Associate Professor of Management and Strategy, Kellogg School of Management,  
Northwestern University, September 2005 – present

Assistant Professor of Management and Strategy, Kellogg School of Management,  
Northwestern University, September 1998 – August 2005

Faculty Associate, Institute for Policy Research, Northwestern University, September  
2007 – present

#### **Memberships in Academic Organizations:**

American Economics Association  
Econometric Society  
Industrial Organization Society  
Center for the Study of Industrial Organization, Northwestern University

#### **Courses Taught:**

"Business Strategy" — Management and Strategy Core Class for Kellogg MBA students  
"Business Analytics I" – Statistics Core Class for Kellogg MBA Students  
"Strategies for Growth" – Elective course for Kellogg MBA Students  
"Foundations of Strategy/Competitive Strategy/Capstone" – Kellogg EMBA Program

## **Publications:**

- "Product Choice and Oligopoly Market Structure," *Rand Journal of Economics*, Spring 2002, 33(2), p. 221-242.
- "Competitive Outcomes in Product-Differentiated Oligopoly," *Review of Economics and Statistics*, November 2002, 84(4), p. 716-728.
- "Competition and Service Quality in the U.S. Airline Industry," *Review of Industrial Organization*, June 2003, 22(4), p. 275-296.
- "Differentiation and Competition in HMO Markets," (with David Dranove and Anne Gron), *Journal of Industrial Economics*, December 2003, 51(4), p. 433-454.
- "Retail Contracting and Organizational Form: Alternatives to Chain Affiliation in the Motel Industry," *Journal of Economics and Management Strategy*, Winter 2004, 13(4), p. 599-615.
- "The Role of Differentiation Strategy in Local Telecommunication Entry and Market Evolution: 1999-2002," (with Shane Greenstein), *Journal of Industrial Economics*, September 2006, 54(3), p. 323-350.
- "Commentary: Marketing Structural Models: 'Keep it Real'," *Marketing Science*, November-December 2006, 25(6), p. 617-619.
- "Market Structure and Competition Among Retail Depository Institutions" (with Andrew M. Cohen), *Review of Economics and Statistics*, February 2007, 89(1), p. 60-74.
- "Beyond Plain Vanilla: Modeling Joint Pricing and Product Assortment Choices" (with Michaela Draganska and Katja Seim), *Quantitative Marketing and Economics*, June 2009, 7(2), p. 105-146.
- "Investment Strategies and Market Structure: An Empirical Analysis of Bank Branching Decisions," (with Andrew M. Cohen), *Journal of Financial Services Research*, August 2010, 38 (1), p. 1-21.
- "Explaining the 'Unpredictable': An Empirical Analysis of US Patent Infringement Awards," (with Jonathan Hillel and Samantha Zyontz), *International Review of Law and Economics*, August 2013, 35(1), p. 58-72.
- "Do NPEs Matter? Non-Practicing Entities and Patent-Litigation Outcomes," (with Jonathan Hillel and Samantha Zyontz), *Journal of Competition, Law and Economics*, December 2013, 9(4), p. 879-904.

“Patents at Issue: The Data Behind the Patent Troll Debate,” (with Jonathan H. Ashtor and Samantha Zyontz), *George Mason Law Review*, May 2014, 21(4), p. 957-978.

*Roadside MBA* (with Paul Oyer and Scott Schaefer), New York: Hachette, 2014.

“Business Strategy and Antitrust Economics,” (with Ryan McDevitt) in R. Blair & D. Sokol (eds.), *The Oxford Handbook on International Antitrust Economics*, Oxford: Oxford University Press, 2014.

“Specialization and Competition in the Venture Capital Industry,” (with Yael Hochberg and Ryan McDevitt), *Review of Industrial Organization*, 2015, 46(4), 323-347.

### **Working Papers/Works in Progress:**

“The Welfare Consequences of Mergers with Endogenous Product Choice,” (with Katja Seim and Mauricio Varela).

“Implicit Performance Awards: An Empirical Analysis of the Labor Market for Public School Administrators” (with Julie Berry Cullen).

### **Awards, Fellowships and Grants:**

Emmy Award Nominee – National Academy of Television Arts and Sciences, San Francisco/Northern California Chapter in the “Informational/Instructional-Program/Special” Category, 2015

Recipient – “Key to the City” of Dothan, Alabama, 2014.

Stanford – Samsung Patent Prize for papers on the topic of patent remedies, 2011.

Dick Wittink Prize for the best paper published in the journal *Quantitative Marketing and Economics* -- Honorable Mention, 2010.

Searle-Kaufmann Fellow in Law, Innovation, and Growth, Northwestern University, 2009-2010.

Excellence in Refereeing Award, *American Economic Review*, 2009.

Marketing Science Institute Research Grant (with Michaela Draganska and Katja Seim), 2005.

Industrial Organization Society, Best Article by a Younger Scholar in the *Review of Industrial Organization*, 2004.

Junior Fellowship Program, Searle Center for Teaching Excellence, Northwestern University, 2002-2003.

Chairs' Core Course Teaching Award (Management & Strategy), Kellogg School of Management, 2002, 2007 and 2009.

"CLEC Competition in the United States," (with Shane Greenstein) a research grant funded by the Searle Fund, 2001-2002.

Center for Economic Policy Research, Stanford University — Olin Foundation Dissertation Fellowship

### **Invited Workshops and Conference Presentations:**

- 2014: Federal Trade Commission Microeconomics Conference, International Industrial Organization Conference, CEPR IO Conference – Athens
- 2013: Searle Research Roundtable on Technology Standards, Innovation and Market Coordination
- 2012: University of Rochester, Intellectual Property Scholars Conference, Federal Trade Commission Microeconomics Conference (keynote speaker)
- 2011: Stanford-Samsung Patent Symposium, NBER Industrial Organization Meetings, Indiana University, Intellectual Property Scholars Conference, Santa Clara High Tech Law Institute, Intellectual Ventures University Research Series
- 2010: International Industrial Organization Conference, Bates/White, Searle-Kauffman Institute (Chapman University)
- 2009: International Industrial Organization Conference, CSIO/IDEI-Toulouse Conference, Network of Industrial Economists (UK) Conference
- 2008: American Economics Association, KU Leuven, Northwestern Institute for Policy Research, Tournaments, Contests and Relative Performance Evaluation Conference, International Industrial Organization Conference, London Business School, University College London, INSEAD, CEPR IO Conference - Paris, HEC Montreal, UT-Austin, Searle/NU Law School Antitrust Economics and Policy Symposium, Latin American Econometric Society – Rio de Janeiro
- 2007: Duke University, University of Illinois – Chicago, NBER Universities Research Conference
- 2006: Purdue University, American Economics Association, Utah Winter Business Economics Conference
- 2005: Dartmouth (Tuck), Federal Reserve Board of Governors, Columbia University, Harvard/MIT IO seminar, American Economics Association
- 2004: University of Toronto, Stanford GSB, Indiana University, University of Arizona, Southern Economics Association, CSIO/IDEI — Toulouse Conference, International Industrial Organization Conference, American Economics Association
- 2003: Michigan State University, University of British Columbia Summer IO Conference, Econometric Society North American Summer Meetings,

- International Industrial Organization Conference, Harvard Business School  
 Strategy and the Business Environment Conference, NBER IO Program  
 Meeting, American Economics Association
- 2002: Cornell University, Syracuse University, University of Pennsylvania (Wharton),  
 Depaul University, Stanford Strategic Management Conference, American  
 Economics Association
- 2001: Carnegie Mellon University, CSIO/IDEI — Toulouse Conference, American  
 Economics Association
- 2000: Carnegie Mellon-University of Pittsburgh Joint Seminar, U.S. Federal Trade  
 Commission
- 1999: Harvard University, NBER/CEPR Workshop on Applied Industrial Organization,  
 Yale University, University of Illinois, University of Melbourne, University of  
 New South Wales, Econometric Society NA Summer Meetings, UCLA
- 1998: Vanderbilt University (Owen), Duke University (Fuqua), University of Southern  
 California (Marshall), University of Washington, University of South Carolina,  
 University of Florida

### **Doctoral Dissertation Committees:**

#### Completed:

- Angelique Augureau, Kellogg – Managerial Economics and Strategy (McKinsey)
- Min Guo, Northwestern Economics (American Health Association)
- Michaela Draganska, Kellogg – Marketing (Stanford University)
- Chris Forman, Kellogg – Managerial Economics and Strategy (Carnegie Mellon)
- Randal Watson, Northwestern Economics (University of Texas)
- Romana Khan, Kellogg – Marketing (University of Texas)
- Joshua Nixt, Northwestern Economics (Lexecon)
- Allen Collard-Wexler, Northwestern Economics (New York University)
- Ambarish Chandra, Northwestern Economics (University of British Columbia)
- Shiko Maruyama, Northwestern Economics (University of New South Wales)
- Viswanath Pingali, Northwestern Economics (Consulting)
- Mian Dai, Kellogg- Managerial Economics and Strategy (Drexel University)
- Paul Grieco, Northwestern Economics (Penn St.)
- Ryan McDevitt, Northwestern Economics (co-chair) (University of Rochester)
- Michael Roach, Northwestern Economics (co-chair) (Middle Tennessee State  
 University)
- Mauricio Varela, Kellogg – Managerial Economics and Strategy (chair)  
 (University of Arizona)
- Yantao Wang, Kellogg – Marketing (Seattle University)
- Zenon Zabinski – Northwestern Economics (Bates White)
- Andrew Butters – Managerial Economics and Strategy (co-chair) (Indiana  
 University)
- Ayelet Israeli – Marketing (Harvard Business School)

**Other Professional Activity:**

Academic Director for Kellogg's "Competitive Strategy" open enrollment program, 2011-present.

Kellogg School of Management, Department of Management and Strategy, Deputy Chair, 2013- ; Junior Recruiting Committee member, 1999-2000, 2003-04, 2005-08 (chair), 2012-2013, 2014-2015; MBA/EMBA Curriculum Committee member, 2007-2010

Editorial Board, *Review of Industrial Organization*, 2004 – present; paper award selection committee, 2009 – 2012

Program Committee, Utah Winter Business Economics Conference, 2006 – 2009

Referee for *Rand Journal of Economics*, *American Economic Review*, *Journal of Political Economy*, *Econometrica*, *Review of Economic Studies*, *Economic Journal*, *Journal of Economics and Management Strategy*, *Review of Industrial Organization*, *Review of Economics and Statistics*, *International Journal of Industrial Organization*, *B. E. Journals in Economic Analysis and Policy*, *Journal of Industrial Economics*, *Journal of Economic Literature*, *Management Science*, *Marketing Science*, *National Tax Journal*, *Review of Financial Studies*, *Applied Economics*, *Southern Economic Journal*, *Journal of Transport Economics and Policy*, MIT Press.

Proposal Evaluator for the Social Sciences and Humanities Research Council (Canada), National Science Foundation, and Economic and Social Research Council (UK)

Department of Justice – Federal Trade Commission Hearings on Health Care and Competition Law and Policy, "Health Insurance Monopoly Issues – Competitive Effects," Washington, DC, April 2003

**Outside Activities:**

Strategy teaching workshops for Eastman Chemical Company, Booz and Company, General Electric, Nokia and KPMG.

Board of Directors (treasurer), Thousand Waves, NFP.

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