### **LIAD WAGMAN**

### CONTACT

565 W Adams St, Suite 452

Chicago, IL 60661 Tel: (773) 980-9883

Email: I-wagman@kellogg.northwestern.edu, lwagman@stuart.iit.edu

Web: Iwagman.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

Courses Taught:

PhD: Microeconomics, Game Theory

MBA: Managerial Economics, Game Theory, Negotiations and Strategy

**Undergraduate:** Principles of Economics, Intermediate Microeconomics, Game Theory

## **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, Applied Microeconomics, Game Theory, Industrial Organization, Entrepreneurship,

#### **PUBLICATIONS**

- 1. "Information Acquisition in Competitive Markets: An Application to the US Mortgage Market" with Jeremy Burke and Curtis Taylor, <u>American Economic Journal: Microeconomics</u>, 4(4), 65—106, 2012
- 2. "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
- 3. "Choosing Fair Lotteries to Defeat the Competition," with Vincent Conitzer, <u>International</u> <u>Journal of Game Theory</u>, 41(1), 91—129, 2012
- 4. "Intellectual Property Protection and Firm Innovation," with Yoni Pruzansky, <u>Economics</u> <u>Bulletin</u>, 31(4), 2922—2932, 2011
- 5. "Inducing Knowledge Sharing in Teams through Cost-Efficient Compensation Schemes," with Arjun Chakravarti and Chaohua He, *Knowledge Management Research & Practice*, forthcoming

### **COMPUTER-SCIENCE PROCEEDINGS**

- 6. "False-Name-Proofness on Social Networks," with Vincent Conitzer, Nicole Immorlica, Joshua Letchford, and Kamesh Mungala, in the proceedings of the <u>Workshop on Internet and Network Economics (WINE)</u>, 2010
- 7. "Strategic Betting for Competitive Agents," with Vincent Conitzer, in the proceedings of the *International Conference on Autonomous Agents and Multiagent Systems (AAMAS)*, 2008
- 8. "Optimal False-Name Proof Voting Rules with Costly Voting," with Vincent Conitzer, in the proceedings with distinction of the <u>International Conference on Artificial</u> Intelligence (AAAI), selected as one of two *Outstanding Papers*, 2008

#### **WORKING PAPERS**

- 9. "Outsourcing in Place: Should a Retailer Sell Its Store-Brand Factory?," with Elizabeth Durango-Cohen and Candace Yano, revise and resubmit
- 10. "Strategic Obfuscation of Production Capacities," with Elizabeth Durango-Cohen, revise and resubmit
- 11. "Portfolio Size and Information Disclosure in Venture Capital Financing," with Jin-Hyuk Kim, under review
- 12. "Staged Financing and Angel Investing: A Signaling Perspective," with Jin-Hyuk Kim, revise and resubmit
- 13. "Should I Go or Should I Stay? Entrepreneurship and Support for Internal Innovation," with Silvana Krasteva and Priyanka Sharma
- 14. "False-Name-Proof Voting with Costs over Two Alternatives," with Vincent Conitzer, revise and resubmit
- 15. "Screening Incentives and Privacy Protection in Financial Markets: A Theoretical and Empirical Analysis," with Jin-Hyuk Kim, under review
- 16. "Marketing Educational Quality via International Partnerships under Brain-Drain Constraints," with Weslynne Ashton, under review

### **WORK IN PROGRESS**

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

18. "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**

National Bureau of Economic Research, Cambridge MA, 2013 (Scheduled)

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, and Masters-level Game Theory

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:**

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, Econometric Society, INFORMS, Privacy Economics Research Network