Meghan R. Busse

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Primary employment

2008-present	**Kellogg School of Management, Northwestern University**, Evanston, Illinois Associate Professor of Management and Strategy
2004-2008	**Haas School of Business, UC Berkeley**, Berkeley, California Assistant Adjunct Professor of Economics
2002-2004	**Haas School of Business, UC Berkeley**, Berkeley, California Visiting Assistant Professor of Economics
1997-2002	**Yale School of Management**, New Haven, Connecticut Assistant Professor of Economics

Other positions

2008-present	**National Bureau of Economic Research,** Cambridge, Massachusetts Faculty Research Fellow
2008-present	**Center for the Study of Industrial Organization,** Evanston, Illinois Affiliate
2004-2008	**UC Energy Institute**, Berkeley, California Visiting Researcher
Jan-May 2001	**Kellogg School of Management**, **Northwestern University,** Evanston, Illinois Visiting Assistant Professor of Economics

Education

1992-1997	**Massachusetts Institute of Technology**, Cambridge, Massachusetts Ph.D. in Economics, 1997
1988-1992	**Brigham Young University**, Provo, Utah B.A. *magna cum laude* in Economics, 1992

Publications

"Are Consumers Myopic? Evidence from New and Used Car Purchases" (with Christopher Knittel and Florian Zettelmeyer), *American Economic Review*, forthcoming. (Formerly titled "Pain at the Pump: The Differential Effect of Gasoline Prices on New and Used Automobile Markets")

"Principal-Agent Incentives, Excess Caution, and Market Inefficiency: Evidence from Utility Regulation" (with Severin Borenstein and Ryan Kellogg), *Journal of Industrial Economics,* forthcoming.

"'One Discriminatory Rent' or 'Double Jeopardy': Multi-component Negotiation for New Car Purchases" (with Jorge Silva-Risso), *American Economic Review: Papers and Proceedings*, May 2010, Vol. 100 (2), pp. 470-474.

"'The Best Price You'll Ever Get': The 2005 Employee Discount Pricing Promotions in the U.S. Automobile Industry" (with Duncan Simester and Florian Zettelmeyer), *Marketing Science,* March/April 2010, Vol. 29 (2), pp. 268-290.

"Market Effects of Environmental Regulation: Coal, Railroads, and the 1990 Clean Air Act," (with Nathaniel O. Keohane), *RAND Journal of Economics*, Winter 2007, Vol. 38 (4), pp. 1159-1179.

"$1000 Cash Back: Pass-through of Auto Manufacturer Promotions" (with Jorge Silva-Risso and Florian Zettelmeyer), *American Economic Review*, September 2006, Vol. 96 (4), pp. 1253-1270.

"Competition and Price Discrimination in Yellow Pages Advertising," with Marc Rysman, *RAND Journal of Economics*, Summer 2005, Vol. 36 (2), pp. 378-390.

"Who Wins the Olympic Games: Economic Resources and Medal Totals," with Andrew B. Bernard, *Review of Economics and Statistics*, February 2004, Vol. 86 (1), pp. 413-417.

"Firm Financial Condition and Airline Price Wars," *RAND Journal of Economics*, Summer 2002, Vol. 33 (2), pp. 298-318.

"Multimarket Contact and Price Coordination in the Cellular Telephone Industry," *Journal of Economics and Management Strategy*, June 2000, Vol. 9 (3), pp. 287-320.

Working papers

"Projection Bias in the Housing and Car Markets," (with Devin Pope, Jaren Pope, and Jorge Silva-Risso), NBER Working Paper #18212.

Work in progress

"The Differential Effect of Gasoline Prices on New and Used Automobile Markets" (with Christopher Knittel, Jorge Silva-Risso, and Florian Zettelmeyer)

"Environmental and Industry Impacts of 'Cash for Clunkers'" (with Christopher Knittel, Florian Zettelmeyer, and Jorge Silva-Risso)

"Consumer and Industry Impacts of 'Cash for Clunkers'" (with Christopher Knittel, Florian Zettelmeyer, and Jorge Silva-Risso)

"The Effects of Automobile 'Feebates': Evidence from Canada's ecoAuto Program" (with James Sallee and Jorge Silva-Risso)

Research interests

Pricing

Price discrimination

Energy

Automobile industry

Environmental regulation and climate change

Honors and awards

2009-2010 Chairs' Core Course Teaching Award, Kellogg School of Management

Kellogg Faculty Impact Award, a student-initiated award for professors who "demonstrate excellence in their interactions with students" (December 2009)

2008 Cheit Outstanding Teaching Award Honorable Mention, weekend MBA program, Haas School of Business

Grant from the OpenLink Fund within the Coleman Fung Risk Management Research Center (awarded January 2007 for $59,036)

2006 Cheit Outstanding Teaching Award, PhD program, Haas School of Business

National Science Foundation (NSF), Economics Program Grants #SES-0550508 and SES-0550911, "Incentive Promotions in the US Automotive Industry," (2006-2009, $151,000)

2005 Cheit Outstanding Teaching Award Honorable Mention, weekend MBA program, Haas School of Business

2004 Cheit Outstanding Teaching Award Honorable Mention, evening MBA program, Haas School of Business

2003 Cheit Outstanding Teaching Award, weekend MBA program, Haas School of Business

2003 Cheit Outstanding Teaching Award Honorable Mention, evening MBA program, Haas School of Business

2002 Annual Award for Excellence in Teaching, Yale School of Management

MIT Graduate Fellowship (1992-1996)

World Economics Laboratory Fellowship (1996)

Invited conference presentations

NBER IO Program Summer Meeting (July 2012) "Projection Bias in the Car and Housing Markets"

UBC Summer Conference on Industrial Organiation (July 2012) "Projection Bias in the Car and Housing Markets"

Federal Trade Commission Drip Pricing Conference (May 2012) "`One Discriminatory Rent' or 'Double Jeopardy': Multi-component Negotiation for New Car Purchases"

NBER EEE Program Spring Meeting (March 2012) Discussant

NBER IO Program Summer Meeting (August 2011) Program co-organizer

Consumers in Competition Policy, University of East Anglia (June 2011) "Out with the Old, In with the New: The Impact of 'Cash for Clunkers'"

National Tax Association (November 2010) "Pain at the Pump: The Effect of Gasoline Prices on New and Used Automobile Markets"

NBER EEE Program Summer Meetings (July 2010) "Pain at the Pump: The Effect of Gasoline Prices on New and Used Automobile Markets"

ASSA Annual Meeting (January 2010) "`One Discriminatory Rent' or 'Double Jeopardy': Multi-component Negotiation for New Car Purchases"

NBER IO Program Winter Meetings (February 2009) "Pain at the Pump: How Gasoline Prices Affect Automobile Purchasing"

NBER IO Program Summer Meetings (July 2007) "Principal-Agent Incentives, Excess Caution, and Market Inefficiency: Evidence from Utility Regulation"

NBER IO Program Winter Meetings (February 2007) "'The Best Price You'll Ever Get': The 2005 Employee Discount Pricing Promotions in the U.S. Automobile Industry"

ASSA Annual Meeting (January 2006) "$1000 Cash Back: Asymmetric Information in Auto Manufacturer Promotions"

Marketing in Israel 5 (December 2005) "$1000 Cash Back: Asymmetric Information in Auto Manufacturer Promotions"

UC Berkeley IOfest (October 2005) "The Sales Effect of Auto Manufacturer Promotions"

Quantitative Marketing and Economics Conference (October 2005) "$1000 Cash Back: Asymmetric Information in Auto Manufacturer Promotions"

Buck Weaver Symposium, MIT (September 2005) "$1000 Cash Back: Asymmetric Information in Auto Manufacturer Promotions"

Harvard Business School Strategy Conference (October 2004) "$1000 Cash Back: Asymmetric Information in Auto Manufacturer Promotions"

NBER Summer Institute Public Policy and the Environment Workshop (August 2004) "Who Gained from Environmental Regulation? The 1990 Clean Air Act"

NBER IO Program Winter Meetings (February 2004) "$1000 Cash Back: Asymmetric Information in Auto Manufacturer Promotions"

UC Berkeley IOfest (October 2003) "$1000 Cash Back: Asymmetric Information in Auto Manufacturer Promotions"

International Industrial Organization Conferences (April 2003) "Pollution Control and Input Markets: The Creation and Capture of Regulatory Rents from Sulfur Dioxide Control."

UBC Summer Conference on Industrial Organization (July 2002) "Competition and Price Discrimination in Yellow Pages Advertising."

NBER IO Program Winter Meetings (January 2002) "Competition and Price Discrimination in Yellow Pages Advertising."

Harvard Business School Strategy Conference (October 2000) "Firm Financial Condition and Airline Price Wars."

Seminar presentations

2012: Columbia; MIT; London School of Economics

2011: Brigham Young University; University of East Anglia; Energy Institute at Haas, UC Berkeley

2010: Texas A&M; Booth School of Business, University of Chicago; Kennedy School of Government, Harvard University

2009: MIT; Sauder School of Business, University of British Columbia; Rotman School of Business, University of Toronto; Northwestern University; Harris School of Public Policy, University of Chicago

2008: University of California Energy Institute; Yale University

2007: University of Michigan; Kellogg School of Management, Northwestern University; Olin School of Business, Washington University; Haas School of Business, UC Berkeley; San Francisco Federal Reserve Bank

2006: University of California Energy Institute; Harvard Business School

2005: University of East Anglia; Hebrew University

2004: UC San Diego; Tuck School of Business, Dartmouth; Stanford Graduate School of Business; Haas School of Business, UC Berkeley

2003: UC Davis; UCLA; University of California Energy Institute; UC Berkeley Agriculture and Resource Economics Department

2002: UC Davis; University of Arizona; UC Berkeley; Brigham Young University; Department of Justice Antitrust Division

2001: Stanford Graduate School of Business; Federal Trade Commission; Chicago Graduate School of Business

2000: Kellogg Graduate School of Business, Northwestern

1998: UC Berkeley

1997: Yale University; Brigham Young University

Teaching

Interests

Microeconomics, Strategy, Industrial Organization, Econometrics, Statistics

Experience

2008-present	**Kellogg School of Management, Northwestern University**
	Business Strategy (MBA core)
2002-2008	**Haas School of Business, UC Berkeley**
	Competitive Strategy (MBA elective)
	Economic Analysis for Business Decisions (MBA core)
	Teaching Business (PhD elective)
1997-2002	**Yale School of Management**
	Competitive Strategies (MBA elective)
	Economic Analysis (MBA core)
1994-1997	**Massachusetts Institute of Technology**
	As instructor: Introductory Microeconomics (undergraduate)
	As teaching assistant: Econometrics (undergraduate)

Effectiveness

Northwestern: Mean instructor effectiveness rating of 7.0-9.6 on a 10-point scale in all sections of all courses

Berkeley: Median instructor effectiveness rating of 7 and mean rating of 6.5-6.9 on a 7-point scale in all sections of all courses

Yale, 1999-2002: Median instructor effectiveness rating of 6-7 and mean rating of 6.0-6.5 on a 7-point scale in all sections of all courses

Professional activities

Advising and consulting

UK Competition Commission, San Francisco Federal Reserve Bank

Refereeing

American Economic Review, Journal of Political Economy, Quarterly Journal of Economics, Review of Economic Studies, Review of Economics and Statistics, RAND Journal of Economics, Journal of Industrial Economics, Journal of Economics and Management Strategy, Journal of Applied Econometrics, Journal of Law and Economics, Management Science, National Science Foundation, Berkeley Electronic Press, Journal of Law, Economics, and Organization, Economics Letters, International Journal of Industrial Organization, Review of Industrial Organization, Canadian Journal of Economics, Economic Inquiry, International Review of Law and Economics

Administrative service

2012	Mentor at CSWEP CeMENT conference
2010-2012	Junior Recruiting Committee, Kellogg School of Management
2004-2008	Teaching mentor at large, Haas School of Business
2001-2002	Economics Junior Search Committee, Chair, Yale School of Management
1998-2001	Grievance Committee, Yale School of Management
1997-2000	Economics Junior Search Committee, Yale School of Management

Other

Math instructor, Patten University at San Quentin State Prison