

JEROEN M. SWINKELS

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PERSONAL	Born September, 1964, Manitoba, Canada. U.S. citizen.	
EDUCATION	1990	Ph.D. in Economics, Princeton University.
	1986	B.A. (hon.), Economics, Queen's University, Canada.
POSITIONS	2009-	Richard M. Paget Chair in Management Policy, Department of Management and Strategy, Kellogg School of Management.
	1998 –2009	August A. Busch, Jr., Distinguished Professor of Managerial Economics and Strategy, John M. Olin School of Business, Washington University in St. Louis, St. Louis MO. Also, by courtesy to the Department of Economics after 2006.
	1997 – 1998	Professor of Managerial Economics and Strategy, John M. Olin School of Business, Washington University in St. Louis, St. Louis MO.
	1995 – 1997	Associate Professor of Managerial Economics and Decision Sciences (tenured), J.L. Kellogg Graduate School of Management, Northwestern University, Evanston, IL.
	1992 – 1994	Assistant Professor of Managerial Economics and Decision Sciences, J.L. Kellogg Graduate School of Management, Northwestern University, Evanston, IL.
	1990 – 1992	Assistant Professor of Economics, Stanford University, Stanford CA.
HONORS	2011	Chairs Teaching Award, Northwestern University.
	2011	Economic Theory Fellow
	1997 -	2009 Sixteen Reid Teaching Awards in MBA, EMBA and PMBA programs at Olin (voted by students for best elective course). Named twice by <i>Business Week</i> as one of two top professors at Olin.
	2004	Fellow of the Econometric Society.

- 2001 Boeing Center Grant for “Centralized and Decentralized Markets” (with Martin Cripps).
- 1996 Levy Teaching Award, Kellogg School of Management.
- 1995 – 1998 National Science Foundation Grant for “Asymptotic Properties of Auctions.”
- 1989 – 1990 Alfred P. Sloan Doctoral Dissertation Award.
- 1988 – 1989 Bowen Scholarship, Princeton University.
- 1987 – 1988 Olin Scholarship, Princeton University.
- 1986 – 1987 Princeton University Fellowship.
- 1986 Best Undergraduate Thesis Award, Queen’s University, Canada.

RESEARCH AREAS

Game theory, auctions and other models of price formation, evolution and learning, job-market signaling, corporate compensation, principal-agent models, procurement.

PUBLICATIONS

1. “Existence and Non-Existence in the Moral Hazard Problem” (with Sofia Moroni), Forthcoming, *Journal of Economic Theory* (2013).
2. “Handicapping First and Second Price Auctions with Multiple Bidders” (with Vlad Mares), Forthcoming *International Journal of Game Theory* (2013).
3. “On the Analysis of Asymmetric First Price Auctions” (with Vlad Mares). Forthcoming, *Journal of Economic Theory* (2013).
4. “On the Moral Hazard Problem without the First-Order Approach” (with Ohad Kadan. Forthcoming, *Journal of Economic Theory* (2013).
5. “Minimum Payments and Induced Effort in Moral Hazard Problems” (with Ohad Kadan) *Games and Economic Behavior* 82 (2013) 468–489
6. “On the Near-Optimality of Second Price Mechanisms for a Class of Asymmetric Auctions” (with Vlad Mares). *Games and Economic Behavior*, 72 (1), 218-241, (2011).
7. “Moral Hazard with Bounded Payments” (with Ohad Kadan and Ian Jewitt). *Journal of Economic Theory*. 143 (1), 36 – 58 (2008).

8. "Stocks or Options? Moral Hazard, Firm Viability, and the Design of Compensation Contracts" (with Ohad Kadan). *Review of Financial Studies* 21, 451 – 482 (2007)
9. "Information, Evolution, and Utility" (with Larry Samuelson). *Theoretical Economics*, 1(1), 119 – 142 (2006).
10. "Depth and Efficiency of Large Double Auctions" (with Martin Cripps), *Econometrica*, 74 (1), 47 – 92 (2006).
11. "Existence of Equilibrium in Single and Double Private Value Auctions" (with Matthew Jackson). *Econometrica*, 73 (1), 93 – 140 (2005).
12. "The Simple Geometry of Perfect Information Games" (with Klaus Ritzberger and Stefano Demichelis). *International Journal of Game Theory*, (2004).
13. "Evolutionary Stability with Lexicographic Preferences" (with Larry Samuelson) *Games and Economic Behavior* 44(2), 332 – 342 (2003).
14. "Communication and Equilibrium in Discontinuous Games of Incomplete Information" (with Matthew Jackson, Leo Simon and William Zame), *Econometrica*, 70 (5), 1711 – 1740 (2002) (lead article). Corrigendum, Nov. 2004.
15. "Efficiency of Large Private Value Auctions," *Econometrica*, 69 (1), 37 – 68 (2001).
16. "Order Independence for Iterated Weak Dominance: Corrigendum," (with Leslie M. Marx), *Games and Econ. Behavior*, 31(2) 324 – 329 (2000).
17. "Efficiency and Information Aggregation in Auctions" (with Wolfgang Pesendorfer), *American Economic Review*, 90 (3) 499 – 525 (2000).
18. "Asymptotic Efficiency for Discriminatory Private Value Auctions," *Review of Economic Studies*, 66 (3), 509 – 528 (1999).
19. "Education Signalling with Pre-emptive Offers," *Review of Economic Studies*, 66, 949 – 970 (1999).
20. "Order Independence for Iterated Weak Dominance" (with Leslie M. Marx), *Games and Economic Behavior*, 18, 219 – 245 (1997).
21. "How Proper is Sequential Equilibrium?" (with George J. Mailath and Larry Samuelson), *Games and Economic Behavior*, 18, 193 – 218 (1997).

22. "The Loser's Curse and Information Aggregation in Common Value Auctions" (with Wolfgang Pesendorfer), *Econometrica*, 65, 1247 – 1282 (1997) (lead article).
23. "Normal Form Structures in Extensive Form Games" (with George J. Mailath and Larry Samuelson), *Journal of Economic Theory*, 64, 325 – 371 (1994).
24. "Adjustment Dynamics and Rational Play in Games," *Games and Econ. Behavior*, 5, 455 – 484 (1993).
25. "Extensive Form Reasoning in Normal Form Games" (with George J. Mailath and Larry Samuelson), *Econometrica*, 6, 273 – 302 (1993).
26. "Evolution and Strategic Stability: from Maynard Smith to Kohlberg and Mertens," *Journal of Economic Theory*, 57, 333 – 342 (1992).
27. "Evolutionary Stability with Equilibrium Entrants," *Journal of Economic Theory*, 57, 306 – 332 (1992).
28. "Viscous Population Equilibria" (with Roger B. Myerson and Gregory B. Pollock), *Games and Economic Behavior*, 3, 101 – 109 (1991).

WORKING PAPERS

29. Existence of Optimal Mechanisms in Principal-Agent Problems (with Ohad Kadan and Phil Reny). Under revision.
30. Moral Hazard, Incentives and Markets (with Ohad Kadan). Under Revision.

REFEREEING (Among others) AER, Econometrica, Games and Econ. Behavior, J. Econ. Theory, QJE, RESTUD, NSF.

EDITORIAL

Associate Editor, Econometrica, 2008. Renewed in 2011.

Member of Editorial Board, Theoretical Economics, 2005 on.

Member of Editorial Board, Journal of Economic Theory, 2003 – 2009.

Member of Editorial Board, Games and Economic Behavior, 2001 – 2006.

Co-Editor, Berkeley Electronic Journals in Economic Theory, 2003 – 2004.

TALKS

Arizona, Cornell, UCSD, UC Berkeley (1994,1997), UC Davis, Northwestern, Princeton (1992,1997), University of Pennsylvania (multiple), UBC, Ohio Game Theory Conference, Canadian Economic Theory Conference (1990, 1993, 1996, 2003), Mid-west Math-econ. meetings (1989 and 1993), StonyBrook Game Theory Conference, Stanford (1997), Wisconsin (multiple), Pittsburgh, Queens, Montreal, McGill, Minnesota, Stanford (1994), Site Conference, (1997), Tel-Aviv (summer in Tel-Aviv '94), Michigan (Mid-west Math-econ. meetings 1994), John's Hopkins, Iowa (1996), Texas at Austin, Rochester (1994), IIS, Yale, Penn State (1996), Cal-Tech. Bonn, Invited presentation on "Evolutionary Game Theory" for Pacific Institute for the Mathematical Sciences, UBC, summer 1998. Harvard/MIT (1999), Northwestern (1999), University of Pennsylvania, 2000. Invited talk on Large Auctions, Canadian Economic Association Meetings, 2000. Invited speaker, Heidelberg Auction Theory Conference, 2000. Bilbao Game Theory Conference, 2000, Invited speaker at Stonybrook Game Theory Conference Workshop on Multiple Unit Auctions (2000), University of Ohio (2000), Invited speaker, LACEA conference, Rio De Janeiro (2000), NYU (2000), University of Illinois (2000). University of Michigan (2000), Penn State (2000), Rochester (2000, 2001), Minnesota (2001), Hong Kong (2001), Invited speaker, SITE, Stanford (2001), Wisconsin (2001), University of Chicago (2001), Duke (2001). Stonybrook Plenary Session (2002), Rutgers (2002), Maryland (2002), Invited speaker, SITE, Stanford (2003), IHS, Vienna (2003) Plenary session, Econometric Society Meetings (2003), Harvard – MIT joint Seminar 2004, Invited Session, Marseille World Congress on Game Theory (2004). Invited Session and Program Committee: Society for Economic Design, Mallorca (2004). USCD (2004), Northwestern (2004). Michigan (2004). World Congress of the Econometric Society (2005), Edinburgh (2005), Yale (2006), Princeton (2006), Texas (2007), Oxford (2007), Yale (2008), Northwestern (2008), Duke (2008), Penn Auction Theory Conference (2009), Rochester

(2009), Texas (2009), University of Pennsylvania (2009), Chicago (2010), Princeton (2010), Michigan (2010), Jerusalem (2010), Pompeu Fabra (2010) Arizona State (2011), Yale (Cowles Foundation) (2011), UCSD (2011), Insead (2012), Tel Aviv (2012), Guelph (2012), Toronto (2012), Duke (2013).

TEACHING	Core Strategy at MBA and Executive MBA Levels Keynote Address for RGA (Re-Insurance Group of America) Executive Courses for Anheuser-Busch, Amsterdam Comptrollers, Charter Cable, MEMC, Boeing. Competitive Strategy and Industrial Structure (Northwestern and Olin). Economics of Organization (Olin). Managerial economics (Northwestern and Olin, MBA and executive MBA levels). Auctions, Industrial Organization, and Information Economics (Ph.D. level) (Olin) Auction Theory (IHS, Vienna, Olin). Upper level graduate game theory (Stanford). Game theory and information economics in the graduate core (Northwestern, Stanford, Olin). Undergraduate intermediate microeconomics (Stanford). Undergraduate urban economics (Stanford).
SERVICE	Organizer of the Math Center Visiting Speaker Seminar Series, Northwestern University, 1993 – 1994. Observer on Personnel Committee, 1993 – 1994. Served on two ad-hoc committees for personnel committee, 1996 – 97. Departmental Coordinator for Ph.D. program, Northwestern, 1995 – 1997. Active in reorganization of Northwestern Ph.D. program prior to 1995. Active in recruiting all years. Co-organizer of 1997 Summer Microeconomics conference at Northwestern. Senior Recruiting Committees for Economics and OB/Strategy, Olin, 1997 – 1998. Numerous ad-hoc personnel committees, often as chair. Chair of Senior Economics Recruiting 1998 – 1999, 2000 – 2001, and member of two other recruiting committees. Member of Omnibus (Internal Review) Committee, Olin, 1998 – 2000, 2001 – . Member of Junior Faculty Climate Committee, 1999 – 2000. Co-organizer of mathematical economics seminar series. 1999 – 2003 . Member of Danforth Scholars Selection Committee, 1998 – 2000. Member of Faculty Achievement Award Selection Committee 1998 – 2001 . Judge at case competition, 2000. Member of BSBA curriculum committee, 2000 – 2002. Program committee for spring 2003 NSF/CEME conference on general equilibrium theory. Dean's Advisory Committee, 2004 - 2005. Member of Senior Finance recruiting committee, 2003 – 2005. Head of Research Committee, 2005 – 2006. Area coordinator (department head) Economics Group, 2004 – 2008 (informally so before that). Member of

Organizing Committee for Internal Conference 2006. Member of Architectural Oversight Committee 2007. Member of Organizing Committee for Winter 2007 Meetings of the Econometric Society. Co-Director of Washington University Economic Theory Center. 2010-2012 Personnel Committee, Building Committee, Junior Recruiting Committee. 2012- Department Chair.