

KATJA SEIM

Business Economics and Public Policy Department

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EMPLOYMENT

Associate Professor, Business Economics and Public Policy Department, Wharton School of Business, University of Pennsylvania, Philadelphia, PA, 2013–present

Other Current Affiliations

Research Associate, National Bureau of Economic Research 2014 – Present

Past Employment

Assistant Professor, Business Economics and Public Policy Department, Wharton School of Business, University of Pennsylvania, Philadelphia, PA, 2006–2013

Judith C. and William G. Bollinger Visiting Assistant Professor, Business and Public Policy Department, Wharton School of Business, University of Pennsylvania, Philadelphia, PA, 2005–2006

Assistant Professor, Economic Analysis and Policy Group, Stanford Graduate School of Business, Stanford University, Stanford, CA, 2001–2006

PUBLICATIONS

Published Articles

- [1] Seim, Katja and Joel Waldfogel. “Public Monopoly and Economic Efficiency: Evidence from the Pennsylvania Liquor Control Board’s Entry Decisions,” *American Economic Review* 103, 2013.
- [2] Krasnokutskaya, Elena and Katja Seim. “Bid Preference Programs and Participation in Highway Procurement,” *American Economic Review* 101, 2011.
- [3] Seim, Katja and V. Brian Viard. “The Effect of Market Structure on Cellular Technology Adoption and Pricing,” *American Economic Journal: Microeconomics* 3(2), 2011.
- [4] Lambrecht, Anja, Katja Seim, and Catherine Tucker. “Stuck in the Adoption Funnel: The Effect of Delays in the Adoption Process on Ultimate Adoption,” *Marketing Science* 30(2), 2011.

- [5] Draganska, Michaela, Michael Mazzeo, and Katja Seim. "Beyond Plain Vanilla: Modeling Joint Product Assortment and Pricing Decisions," *Quantitative Marketing & Economics* 7(2), 2009 (lead article; honorable mention, 2010 Dick Wittink Best Paper prize).
- [6] Economides, Nicholas, Katja Seim and V. Brian Viard. "Quantifying the Benefits of Entry into Local Phone Service," *RAND Journal of Economics* 38(3), 2008.
- [7] Lambrecht, Anja, Katja Seim and Bernd Skiera. "Does Uncertainty Matter? Consumer Behavior under Three-Part Tariffs," *Marketing Science* 26(5), 2007.
- [8] Seim, Katja. "An Empirical Model of Firm Entry with Endogenous Product-Type Choices," *RAND Journal of Economics* 37(3), 2006.
- [9] Falk, Martin and Katja Seim. "The Impact of Information Technology on High-Skilled Labor in Services: Evidence from Firm-Level Panel Data," *Economics of Innovation and New Technology* 10(4), 2001.
- [10] Falk, Martin and Katja Seim. "Workers' skill level and information technology: a censored regression model," *International Journal of Manpower* 22(1/2), 2001.

Other Articles

- [11] Cheema, Amar, Yuxin Chen, Gregory Crawford, Kartik Hosanagar, Raghuram Iyengar, Oded Koenigsberg, Anja Lambrecht, Robin Lee, Eugenio Miravete, Ozge Sahin, Katja Seim and Naufel Vilcassim. "Price Discrimination in Service Industries," *Marketing Letters* 23, 2012.
- [12] Aguirregabiria, Victor, Patrick Bajari, Michaela Draganska, Liran Einav, Paul Ellickson, Dan Horsky, Sanjog Misra, Sridhar Narayanan, Yesim Orhun, Peter Reiss, Katja Seim, Vishal Singh, Raphael Thomadsen and Ting Zhu. "Discrete Choice Models of Firms' Strategic Decisions," *Marketing Letters* 19, 2008.

Working Papers

- [13] Doraszelski, Ulrich, Katja Seim, Michael Sinkinson, and Peichun Wang. "Strategic Supply Reduction as Rent-Seeking Behavior," 2016.
- [14] Houde, Jean-Francois, Peter Newberry, and Katja Seim. "Sales Tax, E-commerce, and Amazon's Fulfillment Center Network," 2016.
- [15] Seim, Katja, Maria Ana Vitorino and David Muir. "Drip Pricing When Consumers Have Limited Foresight: Evidence from Driving School Fees," 2016.
- [16] Seim, Katja and Michael Sinkinson. "Mixed Pricing in Online Marketplaces," 2015, submitted.
- [17] Harrison, Teresa and Katja Seim. "Nonprofit tax exemptions and market structure: The case of fitness centers," 2015, under revision for resubmission.
- [18] Mazzeo, Michael, Katja Seim, and Mauricio Varela. "The Welfare Consequences of Mergers with Product Repositioning," 2014, under revision for resubmission.

- [19] Miravete, Eugenio, Katja Seim, and Jeff Thurk. "Complexity, Efficiency, and Fairness of Multiproduct Pricing," 2014, under revision for resubmission.
- [20] Seim, Katja and Maria Ana Vitorino. "Efficiency Gains from Removing Entry and Price Controls: Evidence from a Change in Regulation," 2014.

Research in Progress

- Lambrecht, Anja and Katja Seim. "The Use of Bundling in Communications Markets."
- Miravete, Eugenio, Katja Seim, and Jeff Thurk. "Sequential Mergers in Distilling."
- Muir, David, Katja Seim, and Maria Ana Vitorino. "Strategic Informational Differentiation, Preferences, and Pricing: An Empirical Analysis."

TEACHING AND ADVISING

Courses Taught

- *Introduction to Business Economics and Public Policy*, Wharton MBA and Undergraduate course (2015, 2016)
- *Firms, Markets, and Public Policy*, Wharton MBA and Undergraduate course (2010, 2013)
- *Managerial Economics*, Wharton MBA and Undergraduate Core course (2006-2011, 2013)
- *Industrial Organization and Competition Policy*, Wharton Ph.D. seminar (2007, 2009, 2015)
- *Data and Decisions*, Stanford GSB MBA Core course (2001-2004)
- *Economics of Strategy and Organization*, Stanford GSB Ph.D. seminar (2003, 2005)

PhD Student Advising (* indicates Primary Advisor)

Walter Theseira, Bus & Public Policy Dept., 2010, initial placement: Nanyang Technological University, Singapore.

*Benjamin Shiller, Bus & Public Policy Dept., 2011, initial placement: Brandeis University.

Andrew Mulcahy, Health Care Management Dept., 2011, initial placement: RAND.

Andrew Paciorek, Real Estate Dept., 2011, initial placement: Board of Governors.

Naoki Wakamori, Penn Economics Dept., 2011, initial placement: Bank of Canada.

You Kim, Penn Economics Dept., 2014, initial placement: Board of Governors.

*David Muir, BEPP Dept., 2014, initial placement: University of Delaware.

*Daniel Sacks, BEPP Dept., 2014, initial placement: Indiana Kelley School of Business.

Yanhao Wei, Penn Economics Dept., 2016, initial placement: USC Marshall School.

Cinthia Konichi-Paulo, BEPP Dept., expected graduation 2016.

Ellie Prager, Health Care Management Dept., expected graduation: 2016.

EDUCATION

Ph.D., Economics, Yale University, New Haven, CT, December 2001

B.A., Economics and Mathematics, Franklin & Marshall College, Lancaster, PA, May 1995,
Magna Cum Laude

INVITED COURSES AND VISITING POSITIONS

- University of Pretoria, Economics Department: Academic Visitor, Spring 2014.
- Ifo Institute, Munich: Visiting Research Scholar, August 2011.
- University of Zurich: PhD Seminar, Empirical Models of Market Structure and Entry, August 2010.

AWARDS, FELLOWSHIPS, AND GRANTS

- Fall 2011 “Tough but we’ll thank you in five years” MBA Core Teaching Award.
- Honorable Mention, 2010 Dick Wittink Best Paper prize, Quantitative Marketing and Economics.
- Wharton research grants: Public Policy Initiative, 2013; Dean’s Research Fund, 2010-2013; Entrepreneurship and Family Business Research Centre, 2010; Global Initiatives Research Program, 2010, 2012; Mack Center for Technological Innovation, 2007-2009, 2011.
- University of Pennsylvania Provost’s Undergraduate Research Mentorship Program research grant, 2009, 2015.

OTHER PROFESSIONAL ACTIVITIES

- *Editorial Service:*
 - Associate Editor, RAND Journal of Economics, 2015 – present
 - Associate Editor, Journal of the European Economic Association, 2014 – present
 - Board of Editors, AEJ: Microeconomics, 2013 – present
 - Associate Editor, European Economic Review, 2012 – 2015
- *Conference Organization:* Organizer, NBER Industrial Organization Program Winter Meeting, 2016; Scientific committee member, North American Summer Meetings of the Econometric Society, 2016; International Industrial Organization Conference, 2013–2016; Columbia Business School Strategy Conference, 2014; North American Winter Meeting of the Econometric Society, 2014; Management and Economics of ICT Conference Munich, 2012; Quantitative Marketing and Economics Conference, 2009; Co-Chair of the session “Price Discrimination in Service Industries” at the 8th Triennial Invitational Choice Symposium Key Largo 2010.

- *University Service:* BEPP Dept. Undergraduate Advisor, 2012–present; BEPP Dept. Diversity Search Advisor 2014; Wharton Analytics Committee, 2015 member; Wharton MBA Executive Committee, 2010, 2012, 2013 member; Wharton Dean's Advisory Council, 2011, 2014 member; Wharton Applied Economics Seminar, 2006–2011, co-organizer; Applied Economics PhD Admissions, 2010, member; BEPP Dept. recruiting committees, 2008–2010, 2015, member; Business & Public Policy Dept. chair selection committee, 2009, member.

SEMINAR PRESENTATIONS AND CONFERENCE PARTICIPATION (SINCE 2010)

- 2016: Harvard Business School Digital Seminar; Carnegie Mellon University; London School of Economics; UC Davis; Triangle Microeconomics Conference [planned].
- 2015: ASSA Annual Meeting; Stellenbosch University; Toulouse School of Economics; University of Leuven; Helsinki Center of Economic Research.
- 2014: Economic Research Southern Africa Industrial Organization Workshop; University of Pretoria; CESifo Applied Microeconomics Conference; MaCCI Summer Institute in Competition Policy; Pennsylvania State University Economics; FTC Microeconomics conference; UCLA Anderson School.
- 2013: University of Frankfurt Economics/Marketing joint seminar; Quantitative Marketing and Economics conference; FTC Microeconomics conference.
- 2012: Harvard/MIT joint seminar; Yale Economics/Marketing joint seminar; ZEW Conference on the Economics of ICT; American Association of Wine Economists Annual Meeting.
- 2011: Bank of Canada; UCLA; University of Georgia; University of Illinois at Urbana/Champaign; Bates White; Cornell University. Southern Economic Association Meetings; Yale Marketing-Industrial Organization Conference; International Industrial Organization Conference; North American Summer Meetings of the Econometric Society; UBC Summer Conference on Industrial Organization.
- 2010: University of Wisconsin/Madison; University of Zurich. NBER's Industrial Organization Program Meeting, 8th Triennial Invitational Choice Symposium, Southern Economic Association Meetings.

PERSONAL

- US / German dual-citizen.
- Married, two children born 2006 and 2008.

January 2016