

## KATJA SEIM

Business Economics and Public Policy Department  
The Wharton School, University of Pennsylvania  
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### EMPLOYMENT

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

Associate Professor of Economics (by courtesy), University of Pennsylvania, 2015–present

Associate Professor of Marketing (by courtesy), The Wharton School, University of Pennsylvania, 2016–present

Chief Economist, United States Federal Communications Commission, 2016–2017

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

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

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

### Other Affiliations

Research Associate, National Bureau of Economic Research, 2014 – Present

Research Fellow, Centre for Economic Policy Research, 2016 – Present

Research Fellow, Mannheim Centre for Competition and Innovation, 2016 – Present

### PROFESSIONAL ACTIVITIES

- *Editorial Service:*

Co-Editor, RAND Journal of Economics, 2017 – present.

Associate Editor, RAND Journal of Economics, 2015 – 2017.

Associate Editor, Journal of the European Economic Association, 2014 – 2017.

Board of Editors, AEJ: Microeconomics, 2013 – 2017.

Associate Editor, European Economic Review, 2012 – 2015.

- *Conference Organization:*  
 Scientific committee member, FTC's 11<sup>th</sup> Annual Microeconomics Conference, 2018.  
 Organizer, NBER Industrial Organization Program Winter Meeting, 2016.  
 Scientific committee member, Int'l Industrial Organization Conference, 2013–2016.  
 Scientific committee member, North American Summer Meetings of the Econometric Society, 2016; North American Winter Meeting of the Econometric Society, 2014.  
 Scientific committee member, Management & Economics of ICT Conference Munich, 2012.  
 Scientific committee member, Quantitative Marketing and Economics Conference, 2009.
- *Department and University Service:*  
 BEPP Department: Undergraduate Advisor, 2012–present; Chair Selection Committee, 2009, 2018; Recruiting Committee, 2008–2010, 2015–2017; Quintennial Review Committee, 2016; Diversity Search Advisor 2014; Applied Economics Seminar, 2006–2011.  
 Wharton School: MBA Executive Committee, 2010, 2012, 2013, 2017; Analytics Committee, 2015; Dean's Advisory Council, 2011, 2014.
- *Other:*  
 Member, Advisory Council for the Brookings Center on Regulations and Markets.

## PUBLICATIONS

### Published Articles

- [1] Miravete, Eugenio, Katja Seim, and Jeff Thurk. "Market Power and the Laffer Curve," 2017, forthcoming, *Econometrica*, 2018.
- [2] Harrison, Teresa and Katja Seim. "Nonprofit tax exemptions and market structure: The case of fitness centers," forthcoming, *Economic Journal*, 2018.
- [3] Seim, Katja, Maria Ana Vitorino and David Muir. "Do Consumers Value Price Transparency?" *Quantitative Marketing and Economics*, 15(4), 2017.
- [4] Kwerel, Evan, Paroma Sanyal, Katja Seim, Martha Stancill, and Patrick Sun. "Economics at the FCC, 2016–2017: Auction Designs for Spectrum Repurposing and Universal Service Subsidies," *Review of Industrial Organization*, 51(4), 451-486, 2017.
- [5] Seim, Katja and Michael Sinkinson. "Mixed Pricing in Online Marketplaces," *Quantitative Marketing and Economics*, 14, 2016.
- [6] 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.
- [7] Krasnokutskaya, Elena and Katja Seim. "Bid Preference Programs and Participation in Highway Procurement," *American Economic Review* 101, 2011.

- [8] Seim, Katja and V. Brian Viard. "The Effect of Market Structure on Cellular Technology Adoption and Pricing," *American Economic Journal: Microeconomics* 3(2), 2011.
- [9] 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.
- [10] 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).
- [11] Economides, Nicholas, Katja Seim and V. Brian Viard. "Quantifying the Benefits of Entry into Local Phone Service," *RAND Journal of Economics* 38(3), 2008.
- [12] Lambrecht, Anja, Katja Seim and Bernd Skiera. "Does Uncertainty Matter? Consumer Behavior under Three-Part Tariffs," *Marketing Science* 26(5), 2007.
- [13] Seim, Katja. "An Empirical Model of Firm Entry with Endogenous Product-Type Choices," *RAND Journal of Economics* 37(3), 2006.
- [14] 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.
- [15] 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**

- [16] 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.
- [17] 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**

- [18] Houde, Jean-Francois, Peter Newberry, and Katja Seim. "Sales Tax, E-commerce, and Amazon's Fulfillment Center Network," 2017, NBER WP 23361, R&R *Econometrica*.
- [19] Doraszelski, Ulrich, Katja Seim, Michael Sinkinson, and Peichun Wang. "Ownership Concentration and Strategic Supply Reduction," 2017, NBER WP 23034, R&R *American Economic Review*.
- [20] Seim, Katja, Maria Ana Vitorino, and David Muir. "Drip Pricing When Consumers Have Limited Foresight: Evidence from Driving School Fees," 2017, R&R *RAND Journal of Economics*.

- [21] Mazzeo, Michael, Katja Seim, and Mauricio Varela. "The Welfare Consequences of Mergers with Product Repositioning," 2017, R&R Journal of Industrial Economics.
- [22] Miravete, Eugenio, Katja Seim, and Jeff Thurk. "One Markup to Rule them All: Taxation and Consumption Effects of Liquor Pricing Regulation," 2018, NBER WP 24124.
- [23] Miravete, Eugenio, Katja Seim, and Jeff Thurk. "Arbitrage Costs and the Profitability of Third-Degree Price Discrimination," 2018.
- [24] 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."

### **SEMINAR AND CONFERENCE PRESENTATIONS (SINCE 2014)**

- 2018: University of British Columbia; Washington University St. Louis, Texas A&M University.
- 2017: Yale University SOM; Johns Hopkins; Indiana University Kelley School; University of Virginia; Georgetown University; Board of Governors; CEPR Industrial Organization Program Meeting (discussant); Cornell-Penn State Conference on Econometrics and IO.
- 2016: Harvard Business School Digital Seminar; Carnegie Mellon University; London School of Economics; UC Davis; Federal Communications Commission; IIOC (discussant); Triangle Microeconomics Conference; ZEW Conference on the Economics of ICT; HEC-Montreal IO Conference.
- 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; University of Calgary Empirical Microeconomics Workshop, Pennsylvania State University Economics; FTC Microeconomics conference; UCLA Anderson School.

### **INVITED COURSES AND VISITING POSITIONS**

- Shanghai University of Finance & Economics Summer School in Industrial Organization: Lecturer, Summer 2016.
- 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, Summer 2010.

## TEACHING AND ADVISING

### Courses Taught

- *Intro. to Bus. Economics and Public Policy*, Wharton MBA & Undergraduate (2015-2018)
- *Firms, Markets, and Public Policy*, Wharton MBA & Undergraduate (2010, 2013)
- *Managerial Economics*, Wharton MBA & Undergraduate Core (2006-2011, 2013, 2017)
- *Industrial Organization and Competition Policy*, Wharton Ph.D. (2007, 2009, 2015)
- *Data and Decisions*, Stanford GSB MBA Core (2001-2004)
- *Economics of Strategy and Organization*, Stanford GSB Ph.D. (2003, 2005)

### PhD Student Advising (\* indicates Primary Advisor; initial placement)

2010: Walter Theseira (BPUB Dept.), Nanyang Technological University, Singapore.

2011: \*Benjamin Shiller (BPUB Dept.), Brandeis University; Andrew Mulcahy (Health Care Management Dept.), RAND; Andrew Paciorek (Real Estate Dept.), Board of Governors; Naoki Wakamori (Penn Economics Dept.), Bank of Canada.

2014: You Kim (Penn Economics Dept.), Board of Governors; \*David Muir (BEPP Dept.), University of Delaware; \*Daniel Sacks (BEPP Dept.), Indiana Kelley School of Business.

2016: Cinthia Konichi-Paulo (BEPP Dept.), NERA; Ellie Prager (Health Care Mgmt Dept.), Kellogg School of Mgmt; Yanhao Wei (Penn Economics Dept.), USC Marshall School.

2017: \*Kristijan Gjorgjevik (Penn Economics Dept.), Cornerstone Research; Peichun Wang (BEPP Dept.), Microsoft Research; Jin Soo Han (BEPP Dept.).

2018+: Ben Rosa (Penn Economics Dept.); Takeaki Sunada (Penn Economics Dept.); Mallick Hossain (Penn Economics Dept.); Garrett Hagemann (Texas Economics Dept.).

## EDUCATION

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

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

## AWARDS, FELLOWSHIPS, AND GRANTS

- Wharton 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.
- Provost's Undergraduate Research Mentorship Program research grant, 2009, 2015.
- Fall 2011 "Tough but we'll thank you in five years" MBA Core Teaching Award.
- Honorable Mention, 2010 Dick Wittink Best Paper Prize, QME.