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Federico Ciliberto

PERSONAL

Citizenship: Italy and United States.

EDUCATION and RESEARCH INTERESTS

Education

PhD, Economics, Northwestern University, May 2001.

Thesis Committee: John Panzar (Chair), David Dranove, Joel Mokyr, and Robert Porter.

Title of the Dissertation: "Studies on the Vertical Organization of Industries."

Laurea in Economia e Commercio, *magna cum laude*, Università di Firenze, Italy, June 1993.

Research Areas

Primary: Industrial Organization, Economics of Advertising, Economics of the Airline Industry.

Secondary: Applied Econometrics, Health Economics, Economic History.

EMPLOYMENT

Permanent Positions

Associate Professor, Department of Economics, University of Virginia, 2011 – current.

Assistant Professor, Department of Economics, University of Virginia, 2004 – 2011.

Assistant Professor, Department of Agricultural and Resource Economics, North Carolina State University, 2002 – 2004.

Assistant Professor, Department of Economics, Florida International University, 2001–2002.

Visiting Positions

Economist, Department of Justice, US, Fall 2016 (scheduled).

VELUX Visiting Professor (the Villum Kann Rasmussen Foundation), Aarhus University, 2013-2014.

Visiting Scholar, Université de Cergy-Pontoise, THEMA, June 2010; June 2011.

Visiting Scholar, Aarhus University, Denmark, August 2009; June 2011; May 2012.

Visiting Scholar, Center for the Study of Industrial Organization, Northwestern Univ., 2008.

Visiting Scholar, Department of Management and Strategy, Kellogg Graduate School of Management, Northwestern University, May-June 2002.

AFFILIATIONS

Research Fellow, DIW Berlin (The German Institute for Economic Research), 2016-.

Research Fellow, Centre for Economic Policy Research, London, 2012-.

American Economic Association, Southern Economic Association, Econometric Society,
European Economic Association, Transportation and Public Utilities Group-AEA.

PUBLICATIONS

Refereed Publications

“Push-Me Pull-You: Comparative Advertising in the OTC Analgesics Industry,” *CEPR Discussion Paper 8988*, with Simon Anderson (University of Virginia), Jura Liaukonyte (Cornell University), and Regis Renault (Université de Cergy-Pontoise), April 2016. Forthcoming in the *Rand Journal of Economics*.

“Multiple Equilibria and Deterrence in Airline Markets,” with Zhou Zhang (University of Virginia), January 2014. Forthcoming in *Economic Inquiry*.

“Playing the Fertility Game At Work,” *CEPR Discussion Paper 9429*, with Amalia Miller (University of Virginia), Helena Skyt Nielsen and Marianne Simonsen (Aarhus University, Denmark), March 2015. Forthcoming in the *International Economic Review*.

“Does Multi-Market Contact Facilitate Tacit Collusion? Inference on Conduct Parameters in the Airline Industry,” with Jonathan Williams (University of North Carolina), *The RAND Journal of Economics*, Volume 45, Issue 4, pages 764–791, Winter 2014.

“Information Content of Advertising: Empirical Evidence from the OTC Analgesic Industry,” with Simon P. Anderson (University of Virginia), Jura Liaukonyte (Cornell University), *International Journal of Industrial Organization*, Volume 31, Issue 5, September 2013, Pages 355–367. [Lead Article].

“Are the Bankrupt Skies the Friendliest?” with Carola Schenone (University of Virginia), *Journal of Corporate Finance* 18 (2012) 1217–1231.

“Bankruptcy and Product-Market Competition in the Airline Industry,” with Carola Schenone

(University of Virginia), *International Journal of Industrial Organization* 30 (2012), pp. 564-577.

“Outsourcing and Vertical Integration in a Competitive Industry,” with John Panzar (University of Auckland), *Southern Economic Journal*, 2011, 77(4), 885-900.

“Were British Cotton Entrepreneurs Technologically Backward? Firm-Level Evidence on the Adoption of Ring-Spinning,” *Explorations in Economic History*, Volume 47, Issue 4 (October 2010), pp. 487-504.

“Limited Access to Airport Facilities and Market Power in the Airline Industry,” with Jonathan Williams (University of North Carolina). *The Journal of Law and Economics*, Volume 53, Number 3 (August 2010), pp. 467-495.

“Public Policy and Market Competition: How the Master Settlement Agreement Changed the Cigarette Industry,” with Nick Kuminoff (Arizona State University), *The B.E. Journal of Economic Analysis & Policy: Vol. 10 : Iss. 1 (Frontiers), Article 63, 2010.*

“Market Structure and Multiple Equilibria in the Airline Industry,” with Elie Tamer (Harvard University), *Econometrica*, Vol. 77, No. 6, November, 2009, 1791-1828.

“Exit from the Hospital Industry,” with Richard Lindrooth (University of Denver), *Economic Inquiry*, Volume 45, Issue 1, Pages 71-81, Jan 2007.

“Does Organizational Form Affect Investment Decisions?,” *Journal of Industrial Economics*, Volume LIV, No. 1, March 2006, Pages 63-93.

“The Effect of Physician-Hospital Affiliations on Hospital Prices in California,” with David Dranove (Northwestern University), *Journal of Health Economics*, Volume 25, Issue 1 , January 2006, Pages 29-38.

“Tracking the Changing Provider Landscape: Implications for Health Policy and Practice,” with Gloria Bazzoli, Nicole Dubbs, Peter Kralovec, Stephen Shortell, *Health Affairs*, November/December 2001, Volume 20, Number 6, pp. 188-196.

Working Papers Under Review or Under Revision

“Genetically Engineered Crops and Pesticide Use in U.S. Maize and Soybeans,” with David A. Hennessy (Michigan State University), GianCarlo Moschini (Iowa State University), and Edward D. Perry (Iowa State University), April 2016. Revised and Resubmitted at *Science Advances*.

“Market Structure and Competition in Airline Markets,” with Charles Murry (Penn State University) and Elie Tamer (Harvard University).

Work in Progress (Active – titles only suggestive at this point in time)

“Price Discrimination with Stochastic Demand in International Markets,” with Gaurab Aryal (University of Virginia), Charles Murry (Penn State University) and Jonathan Williams (University of North Carolina).

“Mergers, Forced Divestitures, and Antitrust Policy: Evidence from the Airline Industry,” with Jonathan Williams (University of North Carolina) and Zhou Zhang (University of Virginia).

“Superstar Exporters: Strategic Interaction in Export Markets,” with Ina Charlotte Jäkel (Aarhus University, Denmark).

“Imperfect competition in the agrochemical & seed industry: innovation, pricing of inputs, and welfare in the U.S. maize and soybean markets,” with GianCarlo Moschini (Iowa State University), and David A. Hennessy (Iowa State University).

“Airline Mergers and Networks,” with Emily Cook (University of Virginia) and Jonathan Williams (UNC).

“Screening Tests for Tacit Collusion when Firms Compete in Many Geographical Markets,” with Eddie Watkins (University of North Carolina) and Jonathan Williams (University of North Carolina).

Work in Progress (Not Active)

“An Empirical Analysis of Bargaining in the Car Markets,” with Gaurab Aryal (University of Virginia) and Charles Murry (Penn State).

“A Sheening Theory of Advertising,” with Simon Anderson and Jura Liaukonyte (Cornell University).

“Competition among Search Websites when Surfers Multi-Home,” with Simon Anderson, Dong Ook Choi, Regis Renault (Université de Cergy-Pontoise).

Other Publications

“Economies of Scope,” in the *Oxford Encyclopedia of Economic History*, Ed. Joel Mokyr, 2003.

“Embargo economico e sul commercio delle armi: il caso dei conflitti jugoslavi,” *Quaderno Forum*, n. 3., anno VIII, *Forum on the Problems of Peace and War*, Firenze, 1994.

GRANTS, HONORS, and FELLOWSHIPS

Grants

NSF-Xsede Grant SES150002, with Ed Hall, “Inference on Welfare and Market Power in Markets with Multiple Equilibria,” April 2015-2016.

Bankard Fund for Political Economy, “Imperfect competition in the agrochemical & seed industry: innovation, pricing of inputs, and welfare in the U.S. maize and soybean markets.” July 2015-June 2016

2015-2017 USDA 2015-67023-22954, with David Hennessy, GianCarlo Moschini, “Imperfect competition in the agrochemical & seed industry: innovation, pricing of inputs, and welfare in the U.S. maize and soybean markets.”

Bankard Fund for Political Economy, “Not All Children Are Created Equal: Fractionalization and Bullying in Elementary Schools.” July 2014-June 2015.

2013 Quantitative Collaborative Seed Grant, University of Virginia, “Inference on Market Power in Markets with Multiple Equilibria.”

2011 – 2013 NIH NICHD 1R03HD061514-01A1, with Amalia Miller: “Peer Effects in Fertility Decisions.”

Bankard Fund for Political Economy, “Inference on Market Power in Markets with Multiple Equilibria,” July 2011-June 2012.

Bankard Fund for Political Economy, “Push-Me Pull-You: Comparative Advertising in the OTC Analgesics Industry,” with Simon Anderson, July 2010-June 2011.

Grant from the Dean of the College of Arts and Sciences and the Vice President for Research and Graduate Studies, “Playing the Fertility Game: Evidence of Peer Effects in Fertility Choices from Denmark,” June 2009-October 2009.

Sesquicentennial Associate, University of Virginia: Paid Research Leave, Fall 2008.

Bankard Fund for Political Economy, “Strategic Deterrence in a Dynamic Game: Evidence from the Airline Industry,” July 2008-June 2009.

Bankard Fund for Political Economy, “Limited Access to Airport Facilities and Market Power in the Airline Industry,” July 2007-June 2008.

Marketing Science Institute, “Selling Pain Relief: Advertising Content of OTC Analgesics,” with Simon Anderson and Jura Liaukonyte, March 2006 - November 2007.

Honors and Fellowships

Commendation as an “extraordinary contributor” to the University of Virginia undergraduate experience by President Teresa A. Sullivan, 2014.

Seven Society Faculty Honoree for Outstanding Contributions to the University of Virginia, 2011

The Center for the Study of Industrial Organization dissertation fellowship, 1999-2000.

Distinguished Teaching Assistant Award, Northwestern University, 1997-98.

Special mention of the Faculty for Undergraduate Thesis, Università degli Studi di Firenze, June 1993.

Summer School of Game Theory, Forlì, Italy (Invited Lecturers: Profs. Fudenberg and Mertens), August 1993.

Visiting Student at the University of Leicester, UK (EU "Erasmus" exchange program, 1991).

SEMINARS, CONFERENCES, MINI-CLASSES.

Mini-Classes in Empirical IO

2015: DIW Berlin.

2012: University of Zurich; University of Aarhus; Iowa State University.

Seminars

2016-17: Florida State University (scheduled), Georgetown University (scheduled), University of Toronto (scheduled).

2015: Federal Reserve Board (DC), Hebrew University in Jerusalem, Tel Aviv University, DIW Berlin, Case Western Reserve University, Purdue University.

2014: University of Oklahoma.

2013: Australian National University, University of New South Wales, Vanderbilt University, Copenhagen Business School.

Before 2013: Iowa State University (Bob R. Holdren Memorial Lecture), North Carolina State University, University of North Carolina, Department of Justice, SUNY at Stony Brook, Virginia Tech University; Virginia Commonwealth University; University of Georgia, Workshop on Airline Competition, Department of Justice, Department of Justice, Olin Business School at the Washington University in St Louis, Department of Justice, Georgetown University, SUNY at Stony Brook, Harvard University; Federal Reserve Board of Washington, DC, University of Texas at Austin, Duke University, Università “Luigi Bocconi” di Milano, University of Colorado at Boulder, University of Virginia, East Carolina University, Federal Reserve Bank of Minneapolis; Federal Reserve Board of Washington, DC, Warwick University, North Carolina State University. Universidad

Carlos III Madrid, Iowa State University, University of Toronto, SUNY at Buffalo, Florida International University, UC at Irvine.

Conference Presentations

2015: 2015 EARIE Annual Conference.

2013: DC Industrial Organization Day.

Before 2013: 4th Annual Center for the Study of Auctions, Procurements, and Competition Policy Conference; Southern Economic Association Meetings; the First Zurich Workshop in Economics (invited speaker), International Industrial Organization Conference, Southern Economic Association Meetings, Workshop in Aviation Economics at the University of British Columbia, 2nd Annual FTC-NU Microeconomics Conference; NBER Industrial Organization Summer Meetings, Summer Econometric Society Meetings, European Econometric Society Meetings, International Industrial Organization Conference, Southern Economic Association Meetings, European Association for Research in Industrial Economics, Rimini Center for Economic Analysis Workshop on the Economics of Tourism, American Finance Association Meetings, International Industrial Organization Conference, International Industrial Organization Conference, Summer Econometric Society Meetings, International Industrial Organization Conference, Southern Economic Association Meetings, European Economic Association Meetings, Winter Econometric Society Meetings, Southern Economic Association Meetings, NBER Industrial Organization Winter Meetings, European Association for Research in Industrial Economics, Western Economic Association Meetings.

TEACHING

At the University of Virginia:

Empirical Industrial Organization (undergraduate): Spring 2016. Spring 2015: 3.78/5 (17 students). Spring 2014, Evaluation: 4.70/5 (16 students).

Industrial Organization (undergraduate). Fall 2012, Evaluation: 4.90/5 (16 students); 4.71/5 (34 students). Fall 2011, Evaluation: 4.55/5 (22 students); 4.80/5 (35 students).

Intermediate Microeconomics (Undergraduate). Summer 2016. Summer 2012, Evaluation: 4.83/5 (35 Students). Fall 2010, Evaluation: 4.54/5 (87), 4.32/5 (86). Spring 2010, Evaluation: 4.5/5 (83). Fall 2007, Evaluation: 4.22/5 (101), 4.28/5 (101), 4.00/5 (106). Spring 2007, Evaluation 4.47/5 (91). Fall 2005, Evaluation: 4.38/5 (97), 4.43/5 (90). Fall 2004, Evaluation: 4.18/5 (104), 4.22/5 (93).

Empirical Industrial Organization (Graduate). Spring 2005-2016.

At North Carolina State University:

Principles of Microeconomics (Undergraduate). Fall 2003.

Empirical Industrial Organization (Graduate). Spring 2003.

At Florida International University:

Introduction to Econometrics (Undergraduate). Fall 2001, Spring 2002.

The Industrial Organization of the Internet (Undergraduate). Spring 2002.

ADVISING

GRADUATE STUDENT ADVISING

Name	Role	Year	Field	First Placement
Cailin Slattery**	2 nd Reader		Industrial Organization	
William Johnson**	1 st Reader		Health, IO	
Ben Leyden**	2 nd Reader		Industrial Organization	
Brett Lissenden**	1 st Reader		Health, IO	
Alicia Baik**	2 nd Reader		Industrial Organization	
Zhou Zhang**	2 nd Reader	2016	Industrial Organization	Amazon
Sarah Tulman	2 nd Reader	2014	Experimental Economics	USDA
Charles Murry *,**	2 nd Reader	2014	Industrial Organization	Penn State University
Stephen Bruestle**	2 nd Reader	2013	Industrial Organization	FHFA
Michael Schreck	2 nd Reader	2013	Theory, Experimental	Analysis Group
Dusan Curcic	1 st Reader	2012	Industrial Organization	Digonex, IN
Yiyi Zhou *,**	3 rd Reader	2012	Industrial Organization	SUNY Stony Brook
Marianne Corbishley	2 nd Reader	2011	Industrial Organization	FHFA
Jonathan Williams *	2 nd Reader	2009	Industrial Organization	University of Georgia
Jura Liaukonyte	2 nd Reader	2009	Industrial Organization	Cornell University
Angela M. Smith	2 nd Reader	2008	Experimental, IO	James Madison Univ
Catherine T. Mooney	3 rd Reader	2007	Industrial Organization	Univ. of Oklahoma
Jayani Jayawardhana	3 rd Reader	2006	Industrial Organization	Medical Univ. SC

* *Snavely Award for Best Dissertation.* ** *Snavely Prize for Best Dissertation Proposal.*

UNDERGRADUATE STUDENT ADVISING/Distinguished Major Program Thesis Advisor

Grace Finley (winner of the Distinguished Majors Program Outstanding Thesis Prize), Fall 2015 and Spring 2016; Sheila Bushman and Grant Nelson, Spring 2013; Xiaoxiao Lin, Spring 2012.

NATIONAL/INTERNATIONAL SERVICE**Conference Session Organizer**

Member of the Program Committee of the 14th Annual International Industrial Organization Conference, 2016.

Member of the Program Committee of the 42nd EARIE Annual Conference, 2015, 2016.

Southern Economic Association Meetings: November 2005 (1 Session), November 2006 (2 Invited Presidential Sessions), November 2008 (3 Invited Presidential Sessions), November 2010 (2 Invited Presidential Sessions).

Conference Session Invited Discussant

Antitrust Rising Star Session at the International Industrial Organization Conference, May 2010.

Referee

American Economic Journal – Microeconomics, American Economic Journal – Economic Policy, American Economic Review, The B.E. Journal of Economic Analysis & Policy, Econometrica, International Economic Review, International Journal of Industrial Organization, Journal of Business and Economic Statistics, Journal of Econometrics, Journal of Economics and Management Strategy, Journal of the Economics of Business, Journal of Finance, Journal of Health Economics, Journal of Industrial Economics, Journal of Political Economy, Quantitative Economics, Rand Journal of Economics, Review of Economic Studies, Review of Industrial Organization, Southern Economic Journal.

Grant Proposal Reviewer

National Science Foundation, Social Sciences and Humanities Research Council of Canada, NSF Graduate Research Fellowships Program, European Research Council Consolidator Grants.

DEPARTMENT AND UNIVERSITY SERVICE

Department Service

Director of Graduate Studies, 2013-2016.

Graduate Program Admission Committee, Spring 2007-2009, 2013-2016.

Distinguished Majors Program Advising: Spring 2016 (1), Spring 2013 (2), Spring 2012 (1).

Economics Chair Search Committee, Fall 2011.

Committee for 3rd Year Field Paper in Industrial Organization, Summer 2008 (Chair; 3 students); Summer 2009 (3 students); Summer 2010 (1 student); Summer 2011 (1 student); Summer 2012 (4 students); Summer 2013 (2 students); Summer 2014 (4 students).

Snavelly Prize for Best Field Summer Paper:

Brett Lissenden (2014-2015).

Fang Guo (2013-2014).

Alicia Baik and Zhou Zhang (2012-2013).

All Fields Junior Recruiting Committee, Fall 2007.

Distinguished Majors Program Committee, Spring 2007.

Workshop in Applied Microeconomics (UVA) Committee, 2015 - 2016.

Bankard Workshop in IO/Theory (UVA) Committee, Spring 2006; 2009-2016.

Undergraduate Advising, 2005-2015. (Approximate Number of Students: 74).

University Service

Procession Marshall, Graduate School of Arts and Science, May 2015.

Procession Marshall, College of Arts and Science, May 2014.

Associate Dean for Graduate Academic Programs Search Committee, Spring 2014.

Committee for the Bankard Fund for Political Economy, November 2012.

Judge for the 10th Annual Robert J. Huskey Graduate Research Exhibition at the University of Virginia, April 2010.

Member of a team set up by the UVA Center for Undergraduate Excellence, to conduct “mock” interviews of UVA undergraduate students who were finalist for the Marshall and/or Rhodes Scholarships, November 2009.

Selected as Most Valuable Professor by the UVA Men’s Basketball Team, Fall 2007.

Member of the Faculty-Student Mentoring Program, Office of African-American Affairs, 2005.

CHARLOTTESVILLE COMMUNITY SERVICE

Volunteer as a weekly host of *Classical Sunrise*, a weekly show of Classical Music on Fridays on WTJU (91.1 FM in Charlottesville, or Wtju.net), the University of Virginia radio station, Spring 2016.

Volunteer as a bi-weekly host of *Just a Few Friends*, a weekly show of Classical Chamber Music on WTJU (91.1 FM in Charlottesville, or Wtju.net), the University of Virginia radio station, Fall 2014-Fall 2015. Notable shows: Black History Month (2/22/2015); Women History Month (3/22/2015); National Autism Awareness Month (4/5/2015); Holocaust Remembrance Day (4/19/2015); Asian Pacific American Heritage Month (5/17/2015); LGBT Month (6/28/2015).

Volunteer as an employment advisor at the International Rescue Committee. Fall 2010-Spring 2011.