

Department of Economics

University of Virginia

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Work Experience:

1982 - Present: University of Virginia. Current Position: Professor of Economics
 2001: Visiting Professor, University of Strasbourg
 1995 - 1996: Visiting Professor, University of New South Wales
 1990 - 1991: Consultant, World Bank
 1980 - 1981: Research Fellow, Brookings Institution

Publications:

“Are Lemons Hot Potatoes?” (with Monica Hartmann and Steven Stern),
International Journal of Industrial Organization Vol. 27, March 2009.
 “Annual Miles Drive Used Car Prices” (with Monica Hartmann and Steven Stern),
Journal of Applied Econometrics, Vol. 24, February 2009.
 “Consumer Surplus” (with Simon Anderson),
International Encyclopedia of the Social Sciences (2nd edition), Gale, October 2007.
 “Producer Surplus” (with Simon Anderson),
International Encyclopedia of the Social Sciences (2nd edition), Gale, October 2007.
 “Charity Auctions” (with Brian McManus),
International Economic Review, Vol. 48, August 2007.
 “Participation games: Market entry, coordination, and the beautiful blonde” (with Simon Anderson),
Journal of Economic Behavior and Organization, Vol. 63, May 2007.
 “R&D Policy with International Spillovers” (with Shannon Mitchell),
European Economic Review, Vol. 50, October 2006.
 “Long-term Care and Family Bargaining” (with Steven Stern),
International Economic Review, Vol.43, February 2002.
 “Pre-emptive Entry in Differentiated Product Markets” (with Simon Anderson),
Economic Theory, Vol. 17, 2001.
 “First Author Conditions” (with Joshua Gans, Simon Grant, and Steven King),
Journal of Political Economy, Vol. 101, August 1999.
 “Sanctions: Some Simple Analytics” (with Jonathan Eaton),
American Economic Review, Vol. 89, May 1999.
 “Why Referees Are Not Paid (Enough)” (with Joshua Gans),
American Economic Review, Vol. 88, December 1998.
 “Strategic Investment and the Timing of Entry” (with Simon Anderson),
International Economic Review, November 1994.
 “Spatial Competition with Price-Taking Firms” (with Simon Anderson),
Economica, Vol. 61, May 1994.
 “Sanctions” (with Jonathan Eaton), *Journal of Political Economy*, Vol. 100, October 1992.
 “Stackelberg versus Cournot Oligopoly Equilibrium” (with Simon Anderson),
International Journal of Industrial Organization, Vol. 10, 1992.
 “Intertemporal Price Competition” (with Jonathan Eaton), *Econometrica*, Vol. 58, May 1990.
 “Signalling with Many Signals” *Econometrica*, Vol. 55, May 1987.
 “Market Equilibrium with Hidden Knowledge and Self-Selection” (with Luis Fernandez),
Econometrica, Vol. 55, March 1987.

Education:

- 1984: Ph.D. in Economics, University of California, Los Angeles
Dissertation: The Existence and Uniqueness of Signalling Equilibria
Chair: John G. Riley
- 1980: M.A. in Economics, University of California, Los Angeles
- 1976: B.Sc. (Hons.) in Mathematics (First Class), University of Cape Town
- 1975: B.A. in Economics and Mathematical Statistics (with Distinction in both major subjects and in the degree), University of Cape Town
B.Sc. in Mathematics and Computer Science (with Distinction in both major subjects and in the degree), University of Cape Town

Fields of Interest:

Microeconomics, Economics of Information and Uncertainty, Mathematical Economics, and Applications of Game Theory to International Economics and Industrial Organization.

Professional Activities:

Referee for *American Economic Review*, *Econometrica*, *International Economic Review*, *Journal of Economic Theory*, *Journal of Political Economy* and the National Science Foundation.

Teaching Experience:

Undergraduate

Microeconomics (Principles, Intermediate, and Advanced)
Game Theory and Information Economics

Ph.D. Level

Advanced Microeconomics
Mathematical Economics
Game Theory

Service

Have served as department director of graduate studies, and as chair of junior recruiting committee, distinguished majors program committee, financial aid committee and on the college's third-year review committee and the dean's promotion and tenure committee.

Working Papers

- "Market Equilibrium in a Dynamic Model with Adverse Selection
(with Monica Hartmann and Steven Stern).
"Automobile Maintenance Costs, Used Cars, and Private Information"
(with Monica Hartmann and Steven Stern).
"Intermediation with Private Information" (with Simon Anderson).