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## *CURRICULUM VITAE*

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### **EDUCATION**

Ph.D. in Economics (expected May 2008), Duke University, Durham NC, USA

MA in Economics (Cum Laude), New Economic School, Moscow, Russia, June 2003

M.Sc. in Applied Physics and Mathematics (with distinction), Moscow Institute of Physics and Technology, Moscow, Russia, June 2003

B.Sc. in Applied Physics and Mathematics (with distinction), Moscow Institute of Physics and Technology, Moscow, Russia, June 2001

### **TEACHING AND RESEARCH FIELDS**

Econometrics, Industrial Organization, Applied Microeconomics

### **JOB MARKET PAPER**

**Title:** Entry Deterrence and Learning Prevention on eBay

**Dissertation committee:** Han Hong (chair), Patrick Bajari, Paul Ellickson, Shakeeb Khan, Christopher Timmins, Curtis Taylor

## **TEACHING EXPERIENCE**

2004-2007 Department of Economics, Duke University, Durham , NC, USA

Teaching Assistant, Graduate Econometrics I, II (Econ 341-342, fall 2006, spring 2007)

Instructor, Summer Math Camp for incoming PhD students (summer 2006)

Teaching Assistant, Introductory Econometrics (Econ 139, spring 2006, fall 2005, spring 2005, fall 2004)

2003 New Economic School, Moscow, Russia

Teaching Assistant, Russian Financial System

## **RESEARCH EXPERIENCE**

2007-2008 Department of Economics, Stanford University, Stanford, CA, USA

Visiting Scholar (April 2007 – April 2008)

2004-2008 Department of Economics, Duke University, Durham , NC, USA

Research Assistant for Professor Han Hong (fall 2003 – spring 2007)

Research Assistant for Professor Patrick Bajari (fall 2003 – spring 2005)

Research Assistant for Professor Paul Ellickson (fall 2007 – spring 2008)

Research Assistant for Professor Shakeeb Khan (fall 2007 – spring 2008)

2001-2005 Institute for the Economy in Transition, Moscow, Russia

Research Fellow

## **PUBLICATIONS AND WORKING PAPERS**

1. "Entry Deterrence and Learning Prevention on eBay", Fall 2007, Job Market Paper.
2. "Estimation of Continuous-Time Models of Interactions", Fall 2007.
3. "Empirical Content of a Continuous-Time Principal-Agent Model", Fall 2007.
4. "A Note on Alternative Methods for Semiparametric Efficiency Bound Calculations", with Shakeeb Khan.
5. "Semiparametric Efficiency in Nonlinear LATE Models", with Han Hong.
6. "Endogenous Multi-Valued Treatment Effect Model under Monotonicity".
7. "Measurement Error Models", with Xiaohong Chen and Han Hong, revising for resubmission to the *Journal of Economic Literature*.
8. "Estimating Static Models of Strategic Interactions", with Patrick Bajari, Han Hong, John Krainer, under review at *Journal of Business and Economic Statistics*.
9. "Assessment of the Results of Personal Income Tax Reform in Russia" (in Russian), with S. Sinelnikov, S. Batkibekov, P. Kadochnikov, *Voprosi Ekonomiki*, 2003 (6).

## **PRESENTATIONS**

Southern Economic Association Meeting, New Orleans

November 2007

Auctions and Games: A Conference for the Journal of Econometrics  
Annals Issue, Virginia Tech

October 2007

North American Econometric Society Meeting, Durham, NC	June 2007
Summer Workshop on the Economics of Information Technology (poster presentation), CeDER/NYU Stern School of Business	June 2006
Public Administration: New Technologies, School of Public Administration, Moscow University	May 2004

### **ACADEMIC AND PROFESSIONAL HONORS AND AWARDS**

Graduate school summer research fellowship, Duke University, 2007

Micro-Incentives Research Center mini-grant, Duke University, 2006

Conference travel fellowship, Duke University, 2005, 2006, 2007

Department of Economics summer research fellowship, Duke University, 2006

H. Gregg Lewis fellowship, Duke University. 2003

Best Student Paper award, New Economic School, 2003

Bayev-Podstanitsky Award, Culture foundation of Russia, 1997

### **SKILLS AND OTHER INFORMATION**

Computer Skills: Matlab, Stata, C/C++, Fortran 77/90/95, IMSL, MPI, OpenMP, GAMS, Perl, Pascal

Languages: English (fluent), French (intermediate), Russian (native)

## **REFERENCES**

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## **ABSTRACT OF JOB MARKET PAPER**

### **Entry Deterrence and Learning Prevention on eBay**

Internet auctions (such as eBay) differ from the traditional format in that participants 1) typically face a choice over several simultaneous auctions and 2) often have limited information about their rival bidders. Since existing economic models do not account for these features of the bidding environment, it should not be surprising that even casual empiricism reveals a sharp discrepancy between the predictions of existing theory and the actual behavior of bidders. In particular, despite the second-price structure of eBay auctions (which, along with private values, implies that bidders submit a single bid), eBay bidders frequently bid multiple times over the course of a single auction and cluster their bids at the very end. In this paper, I show that the presence of multiple, contemporaneous auctions for similar items coupled with uncertainty regarding rival entry can explain both features. The multi-auction structure of eBay induces two types of aggressive bidding behavior: entry deterrence and learning prevention. While the incentive to deter entry leads to aggressive early bidding, the incentive to prevent rivals from learning the unobserved features of the auction by observing the price process can lead to late bidding. I analyze these features in a continuous-time stochastic auction model with endogenous entry, in which bidder types are differentiated by their initial information regarding the entry process. I establish non-parametric identification of the structural model and develop a computationally attractive method for estimating its parameters. Empirical estimates using eBay auctions of pop-music CDs confirm my theoretical prediction that the rate of entry depends on price. I then test my model against alternative explanations of observed bidding behavior using a detailed field experiment. The method that I develop for identification and estimation of continuous-time interaction models is applicable to many settings in which agents compete in large dynamic markets.