

**Curriculum Vitae**  
**Paul B. Ellickson**

Address

Department of Economics  
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Personal Information

Date of Birth: April 11, 1971  
Citizenship: United States  
Married to Jennifer R. Ellickson, father of Cameron B. Ellickson & Myles P. Ellickson

Education

Massachusetts Institute of Technology, Ph.D. Economics, February 2000  
Dissertation: "Vertical Product Differentiation and Competition in the Supermarket Industry"  
Committee: Susan Athey, Scott Stern, and Richard Schmalensee

University of California at Berkeley, A.B. in Mathematics and Economics, 1993

Professional Experience

Assistant Professor, Department of Economics, Duke University, September 2002 – Present  
Assistant Professor, Simon School of Business Administration, University of Rochester, July 1999 – June 2002

Publications

"Patient Welfare and Patient Compliance: An Empirical Framework for Measuring the Benefits from Pharmaceutical Innovation," (with S. Stern and M. Trajtenberg), In *Medical Care Output and Productivity*, Edited by Ernst Berndt and David Cutler, University of Chicago Press, 2001.

"Quality Competition in Retailing: A Structural Analysis" *International Journal of Industrial Organization*, 24(3), pp. 521-540, 2006.

"Does Sutton Apply to Supermarkets?" *Rand Journal of Economics*, 38(1), pp. 43-59, 2007.

"Supermarket Pricing Strategies" (with Sanjog Misra), *Marketing Science*, 27(1), pp. 811-828, 2008.

“Discrete Choice Models of Firms’ Strategic Decisions,” (with V. Aguirregabiria, P. Bajari, M. Draganska, L. Einav, D. Horsky, S. Misra, S. Narayanan, Y. Orhun, P. Reiss, K. Seim, V. Singh, R. Thomadsen, T. Zhu), *Marketing Letters*, 19(3-4), pp. 399-416, 2008.

#### Working Papers

“Estimating Network Economies in Retail Chains: A Revealed Preference Approach” with Stephanie Houghton and Christopher Timmins

“Enriching Interactions: Incorporating Revenue and Cost Data into Static Discrete Games” with Sanjog Misra

“Estimation of Continuous-Time Dynamic Discrete Choice Models” with Peter Arcidiacono, Jason Blevins and Patrick Bayer

“The Dynamics of Retail Oligopoly” with Arie Beresteanu and Denis Nekipelov

“Supermarkets as a Natural Oligopoly”

#### Research Projects

“Modeling Housing Prices” with Patrick Bayer and Bryan Ellickson

“Market Exclusivity and First Mover Advantage: The Market for Generic Pharmaceuticals” with Peter Arcidiacono, Ion Miscisin and David Ridley

“Modeling Unobserved Heterogeneity via Sequential Monte Carlo” with Jason Blevins and Andrew Sweeting

“Estimating the Returns to Vertical Integration in the Supermarket Industry” with Emily Wang

#### Commissioned Reports and Projects

“The Evolution of the Supermarket Industry: From A&P to Wal-Mart”, commissioned by the *Federal Trade Commission* for the Grocery Store Anti-Trust Conference

“Minority and Female Ownership in Media Enterprises” with Arie Beresteanu, commissioned by the *Federal Communications Commission* for the *Research Studies on Media Ownership* project, published July 31, 2007 (<http://www.fcc.gov/ownership/studies.html>)

### Grant Activity

“Sunk Costs and Supermarket Competition” NSF SGER Grant Number 0517889, Awarded 9/14/2005 \$6,160

“Applications of CCP estimation to dynamic discrete choice models with unobserved heterogeneity” with Peter Arcidiacono and Robert Miller, NSF Grant Number 0721059, Awarded 8/22/2007 \$305,423 (Duke Portion)

### Teaching

Economics: Empirical Industrial Organization (Grad), Econometrics (Undergrad)  
Business: Economic Theory of Organizations (full time and executive MBA programs), Data Analysis/Forecasting (MBA)

### Seminars

University of Arizona, U.C. Berkeley, University of Chicago, Duke (2), Harvard, Northwestern, Penn State University, University of Rochester, Stanford (2), UCLA (2), Yale (2), University of Wisconsin, the Department of Justice, the Federal Trade Commission, the SUNY Stonybrook Summer Game Theory Festival, the FTC Grocery Store Anti-Trust Conference, the AEA Annual Meetings (Atlanta, Chicago), the SEA Annual Meetings (New Orleans), the IIOC Annual Meetings (Atlanta), the NBER Summer Institute, SUNY Buffalo, the Federal Reserve Board

### Referee Experience

Referee for the *American Economic Review*, the *European Economic Review*, *Econometrica*, the *Economic Journal*, the *International Journal of Industrial Organization*, the *Journal of Business and Economic Statistics*, the *Journal of Economics Education*, the *Journal of Economics & Management Strategy*, the *Journal of Health Economics*, the *Journal of Industrial Economics*, the *Journal of Political Economy*, the *Review of Economics and Statistics*, the *Review of Industrial Organization*, and the *National Science Foundation*

### Graduate Advising

#### **Student**

Stephen Ryan  
Shanjun Li  
Denis Nekipelov  
Stephen Finger (Chair)  
Stephanie Houghton  
Andrew Beauchamp  
Jason Blevins  
Emily Wang  
Christoph Bauner

#### **Initial Placement**

Massachusetts Institute of Technology  
SUNY Stonybrook  
UC Berkeley  
University of South Carolina  
Texas A&M

Last Updated: 3/4/09