Christopher M. Snyder

Curriculum Vitae

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Permanent Positions

Department of Economics, Dartmouth College. Joel Z. and Susan Hyatt Professor, June 2011 to present. Full Professor (with tenure), July 2005 to present. Undergraduate courses: competition and strategy, game theory, law and economics, intermediate microeconomics, advanced microeconomic theory.

Research Associate, National Bureau of Economic Research, Law and Economics Program, May 2011 to present.

Department of Economics, George Washington University. Full Professor, June 2003 to June 2005. Associate Professor (with tenure), March 1999 to June 2003. Assistant Professor, August 1994 to March 1999. Graduate courses: two-course industrial organization sequence, two-course microeconomic theory sequence, contract theory. Undergraduate courses: industrial organization, intermediate microeconomics, honors intermediate microeconomics, law and economics.

Visiting/Temporary Positions

Visiting Scholar, Düsseldorf Institute for Competition Economics (DICE), University of Düsseldorf, August 2010.

Task Force on Multiple-Disease-Resistant TB Scale-Up, Supply, and Procurement Function of Global Drug Facility, World Health Organization, June 2010.

Visiting Professor, Department of Economics, University of Queensland, Summer 2009.

Expert Group, Global Alliance for Vaccines and Immunizations. Designed advanced market commitment to procure pneumococcus vaccine for developing countries, 2007.

John M. Olin Visiting Professor, Stigler Center for Study of Economy and State, University of Chicago Graduate School of Business, 2003–2004.

Consultant, World Bank, Summer 2002. Assessed prospects for coordination among developing countries in the procurement of pharmaceuticals.

Visiting Professor, Department of Economics, Massachusetts Institute of Technology, 2000–2001. Courses: undergraduate principles of microeconomics, law and economics.

Visiting Fellow, Research School of Social Sciences, Australian National University, Summer 1995 and Summer 2000.

Expert Witness, U.S. Department of Justice, Fall 2000.

Consultant, Center for Naval Analyses, October 1996 to October 1998. Analyzed Commercial Activities outsourcing program.

Instructor, Department of Economics, Massachusetts Institute of Technology, Spring 1994. Course: undergraduate intermediate microeconomics.

Teaching Assistant, Department of Economics, Massachusetts Institute of Technology, September 1992 to January 1994. Course: graduate industrial organization.

Undergraduate Studies

B.A., summa cum laude, with honors, Economics and Mathematics, Fordham University, 1989.

Graduate Studies

Ph.D., Economics, Massachusetts Institute of Technology, 1994.

Fields: Industrial Organization, Econometrics, Microeconomic Theory, Public Finance.

Thesis committee:

Jean Tirole (Advisor) Oliver Hart Richard Schmalensee

Institute d'Economie Industrielle Harvard University Massachusetts Institute of Technology

Toulouse, France Cambridge, Mass. Cambridge, Mass.

Thesis title: "Buyers, Suppliers, Competitors: The Interaction Between a Firm's Horizontal and Vertical Relationships."

Honors, Fellowships, Grants

The Dartmouth Institute Dartmouth Institute for Health Policy and Clinical Practice grant for "Toward a Structural Model of Accountable Care Organization Benchmarking," July 2010, \$8,000.

Mellon Foundation grant for "Measuring the Impact of Digitization and Online availability on Journal Citations," Co-Principal Investigator (with Mark McCabe and Roger Schonfeld), 2006–09, \$280,000.

Center for Global Development grant for "The Optimal Design of Advanced Market Commitments for Vaccines," Principal Investigator, 2008, \$18,000.

NET Institute grant for "The Economics of Open Access Journals," Co-Principal Investigator (with Mark McCabe), 2004, \$7,500.

Open Society Institute grant for "Access to Science: Exploring New Markets for Digital Journals," Co-Principal Investigator (with Mark McCabe), 2004, \$113,000.

John M. Olin Fellowship for year of leave at the Stigler Center for Study of Economy and State, University of Chicago Graduate School of Business, 2003–04.

George Washington University Facilitating Fund Grant, 2002–03.

George Washington University Public Policy Research Scholar, 2002-04.

Exemplary Conference Paper Award, Social Sciences Division, George Washington University, December 1998.

National Science Foundation Graduate Fellowship, 1989–92.

Phi Beta Kappa, 1988.

National Science Foundation Research Experience for Undergraduates (REU) Fellowship, Summer 1988.

Fordham University Presidential Scholar, 1985–89.

National Merit Scholarship, 1985.

Journal Articles

- "Economic Perspectives on the Advance Market Commitment for Pneumococcal Vaccines" (with Wills Begor and Ernst R. Berndt), *Health Affairs*, August 2011, vol. 30, no. 8, pp. 1508–1517.
- "Should Firms Be Allowed to Indemnify Their Employees for Sanctions?" (with Wallace Mullin), *Journal of Law, Economics, & Organization*, April 2010, vol. 26, no. 1, pp. 30–53.
- "Countervailing Power in Wholesale Pharmaceuticals" (with Sara Fisher Ellison), *Journal of Industrial Economics*, March 2010, vol. 58, no. 1, pp. 32–53.
- "Do Buyer-Size Discounts Depend on the Curvature of the Surplus Function? Experimental Tests of Bargaining Models" (with Bradley Ruffle and Hans-Theo Normann), *Rand Journal of Economics*, Autumn 2007, vol. 38, no. 3, pp. 747–767.
- "The Generator in the Problem of Social Cost," (with Rohan Pitchford), *Journal of Environmental Economics and Management*, July 2007, vol. 54, no. 1, pp. 49–67.
- "Academic Journal Pricing in a Digital Age: A Two-Sided-Market Model" (with Mark McCabe), *The B.E. Journal of Economic Analysis & Policy* (Contributions), January 2007, vol. 7, no. 1, article 2.
- "Bounding the Relative Profitability of Price Discrimination" (with David Malueg), *International Journal of Industrial Organization*, September 2006, vol. 24, no. 2, pp. 995–1011.
- "Bundling Negotiations: An Efficiency Rationale for Multiproject Contact in Research Joint Ventures" (with Nicholas Vonortas), *Journal of Economic Behavior and Organization*, December 2005, vol 58, no. 4, pp. 459–486.
- "A Model of Academic Journal Quality, with Applications to Open-Access Journals" (with Mark J. McCabe), American Economic Review Papers and Proceedings, May 2005, vol. 95, no. 2, pp. 453–458.
- "The Influence of Expert Reviews on Consumer Demand for Experience Goods: A Case Study of Movie Critics" (with David Reinstein), *Journal of Industrial Economics*, March 2005, vol. 53, no. 1, pp. 27–51.
- "Dynamic Adjustment in the U.S. Higher Education Industry, 1955–1997" (with John Kwoka), *Review of Industrial Organization*, June 2004, vol. 24, no. 4, pp. 355–378.
- "A Solution to the Hold-Up Problem Involving Gradual Investment" (with Rohan Pitchford), *Journal of Economic Theory*, January 2004, vol. 114, no. 1, pp. 88–103.
- "Coming to the Nuisance: An Economic Analysis from an Incomplete Contracts Perspective" (with Rohan Pitchford), *Journal of Law, Economics, & Organization*, October 2003, vol. 19, no. 2, pp. 491–516.

"Collusion with Secret Price Cuts: An Experimental Investigation" (with Robert Feinberg), *Economic Bulletin*, March 2002, vol. 3, no. 6, pp. 1-11.

- "Vertical Foreclosure in Experimental Markets" (with Stephen Martin and Hans-Theo Normann), *Rand Journal of Economics*, Autumn 2001, vol. 32, no. 3, pp. 466–496.
- "Reducing Government Spending Through Privatization Competitions: A Study of the Department of Defense Experience" (with Robert Trost and R. Derek Trunkey), *Review of Economics and Statistics*, February 2001, vol. 83, no. 1, pp. 108–117.
- "Bidding Behavior in the Department of Defense's Commercial Activities Competitions" (with Robert Trost and R. Derek Trunkey), *Journal of Policy Analysis and Management*, Winter 2001, vol. 20, no. 1, pp. 21-42.
- "Information Sharing and Competition in the Motor Vehicle Industry" (with Maura Doyle), *Journal of Political Economy*, December 1999, vol. 107, no. 6, pp. 1326–1364.
- "Bounding the Benefits of Stochastic Auditing: The Case of Risk-Neutral Agents," *Economic Theory*, July 1999, vol. 14, no. 1, pp. 247–253.
- "The Role of Buyer Size in Bilateral Bargaining: A Study of the Cable Television Industry" (with Tasneem Chipty), *Review of Economics and Statistics*, May 1999, vol. 81, no. 2, pp. 326–340.
- "Loan Commitments and the Debt Overhang Problem," *Journal of Financial and Quantitative Analysis*, March 1998, vol. 33, no. 1, pp. 87–116.
- "Why Do Larger Buyers Pay Lower Prices? Intense Supplier Competition," *Economics Letters*, February 1998, vol. 58, no. 2, pp. 205–209.
- "Is No News Bad News? Information Transmission and the Role of Early Warning in the Principal Agent Model" (with Steven Levitt), *Rand Journal of Economics*, Winter 1997, vol. 28, no. 4, pp. 641–661.
- "A Dynamic Theory of Countervailing Power," *Rand Journal of Economics*, Winter 1996, vol. 27, no. 4, pp. 747–769.
- "Negotiation and Renegotiation of Optimal Financial Contracts under the Threat of Predation," *Journal of Industrial Economics*, September 1996, vol. 44, no. 3, pp. 325–343.

Books

- Microeconomic Theory: Basic Principles and Extensions (with Walter Nicholson), 11th edition, South-Western (Cengage Learning), 2011.
- Instructor's Resources for Microeconomic Theory: Basic Principles and Extensions (with Walter Nicholson and Paulina Karpis), 11th edition, South-Western (Cengage Learning), 2011.
- Intermediate Microeconomics and its Application (with Walter Nicholson), 11th edition, South-Western (Cengage Learning), 2009.
- Instructor's Manual for Intermediate Microeconomics and its Application (with Walter Nicholson), 11th edition, South-Western (Cengage Learning), 2009.

Edited Volumes

- Review of Industrial Organization special issue for the 2005 International Industrial Organization Conference.
- Review of Industrial Organization special issue for the 2004 International Industrial Organization Conference.
- Review of Industrial Organization special double issue for the 2003 International Industrial Organization Conference.

Other Publications

"Evaluating ACO Performance: Empirical Analyses to Support Judgments about Patient Attribution, Financial Target Setting, and Bonus Payments," (with the Dartmouth Institute for Health Policy and Clinical Practice and the Engelberg Center for Health Care Reform at Brookings Institution), January 2011, white paper.

- "Toward a Structural Model of Accountable Care Organization Benchmarking," August 2010, Dartmouth Institute for Health Policy and Clinical Practice white paper.
- "Corporate Crime" (with Wallace Mullin), Encyclopedia of Law and Economics (Second Edition), Volume III: Criminal Law and Economics, Nuno Garoupa (ed.), Edward Elgar, 2009.
- "Countervailing Power," *The New Palgrave Dictionary of Economics*, second edition, Steven N. Durlauf and Lawrence E. Blume, eds., Palgrave Macmillan, 2008. *The New Palgrave Dictionary of Economics Online*, Palgrave Macmillan, 2008, www.dictionaryofeconomics.com/article?id=pde2008_C000538, doi:10.1057/9780230226203.0333.
- "Introduction to the 2005 International Industrial Organization Conference Special Issue," *Review of Industrial Organization*, February 2006, vol 28, no. 1, pp. 1–2.
- "Introduction to the 2004 International Industrial Organization Conference Special Issue," *Review of Industrial Organization*, March 2005, vol. 26, no. 2, pp. 145–146.
- "The Best Business Model for Scholarly Journals: An Economist's Perspective," *Nature*, Web Focus: Access to the Literature, July 16, 2004. Available online at http://www.nature.com/nature/focus/accessdebate/archive.html.
- "Introduction to the 2003 International Industrial Organization Conference Special Issue," *Review of Industrial Organization*, December 2003, vol. 23, no. 3–4, pp. 175–177.
- "Analysis of DoD's Commercial Activities Program" (with Robert Trost and R. Derek Trunkey), Center for Naval Analyses Research Memorandum no. 96–83, December 1996.
- "Empirical Studies of Vertical Foreclosure," *Industry Economics Conference Papers and Proceedings* (University of Melbourne and Bureau of Industry Economics), November 1995, vol. 95/23, pp. 98–127.

Papers under Review

- "Did Online Access to Journals Change the Economics Literature?" (with Mark J. McCabe).
- "An Empirical Study of Pricing Strategies in an Online Market with High-Frequency Price Information" (with Sara Fisher Ellison).

Other Working Papers

- "Deterring Nuisance Suits through Employee Indemnification" (with Wallace Mullin).
- "Resume Padding Among Economists" (with Owen Zidar).
- "Vaccines: Integrated Economic and Epidemiological Models" (with Michael Kremer and Heidi Williams).
- "Consumer Homing on Payment Cards: From Theory to Measurement" (with Jonathan Zinman).
- "Why Is There No AIDS Vaccine?" (with Michael Kremer).

Professional Activities

Industrial Organization Society President 2006–2008. Vice President, 2004–2006. Board Member, 2002 to present.

Industrial Organization Society International Industrial Organization Conference Program Committee Co-Chair for 2003 IIOC (Boston). Program Committee Co-Chair and Local Arrangements Co-Chair for 2004 IIOC (Chicago). Program Committee Member 2005 to present.

Review of Industrial Organization Associate Editor, 2004 to present. Co-Editor, 2003–04. Editor for the International Industrial Organization Conference Special Issue 2003–05. Associate Editor, 2002–03.

International Journal of Industrial Organization Associate Editor, January 2000 to present.

Workshop: Economic Perspectives on Scholarly Communication in a Digital Age Organizer. University of Michigan School of Information, September 2008.

American Law and Economics Association Program Committee for 2007 conference (Cambridge, Mass.).

Sloan Industry Studies Affiliate Member. 2007-11.

Dartmouth College Mathematical Social Sciences Affiliated Professor 2006 to present.

George Washington University Research Program in Industry Economics and Policy Co-Director, 2001–05. Member, 1999–2001.

George Washington University Institute for Public Policy Research Affiliate 2004–05. Policy Research Scholar 2002–04.

Refereeing American Economic Journal: Microeconomics, American Economic Review, B.E. Journal of Theoretical Economics, Eastern Economic Journal, Economica, Economic Journal, European Economic Review, European Journal of Political Economy, International Economic Review, International Journal of Industrial Economics, International Review of Law and Economics, Journal of Business, Journal of Economic Behavior and Organization, Journal of Economic Education, Journal of Economics and Management Strategy, Journal of Economic Theory, Journal of the European Economic Association, Journal of Industrial Economics, Journal of Labor Economics, Journal of Law, Economics, and Organization, Journal of Political Economy, Journal of Public Economics, Managerial and Decision Economics, National Science Foundation, Oxford Economic Papers, Rand Journal of Economics, Review of Industrial Organization, Scandinavian Journal of Economics, Southern Economic Journal, various tenure and promotion cases.

Professional Societies American Economic Association, American Law and Economics Association, Econometric Society, Industrial Organization Society, Southern Economic Association.

Graduate Advising George Washington University Dissertation Advisor: David Osinski, Robert Choi, Gunseli Baygan, Mariusz Sumlinski, Anna Ter-Martirosyan, Roger Alexander, Russell Tucker. George Washington University Dissertation Committee Member: Theresa Alafita, Julie Hay, Kevin Roth, Anthony Aylward (Finance), Hesuk Chun, Abdourahmane Sarr. George Washington University Dissertation Reader: Stephen St. Marie, Dana Stryk, Ali Gungor, Geoffrey Paulin, Katherine Gleason (Finance). Australian National University Dissertation Reader: Andrew Waite.

Dartmouth Undergraduate Advising Thesis Committee Member: Brian Murphy and Jacob Robbins (June 2011), Tilman Dette and Vivienne Zhao (June 2010); Yue Ding, Arnold Engel, and Arielle Rodman (June 2007); Mukund Bhaskar (June 2006). Presidential Scholar Advisor: Anna Fagin (2011–12), Paulina Karpis (2011–12), Mark Wills Begor (2010–11), Glynnis Kearney (2010–11), Lindsey Beckett (2009–10), Cacey Chang (2009–10), Yilan Hu (2008–09), James Wang (2008–09), Ella Kim (2007–08), Scot Parsley (2007–08), Jamie Bergeson-Bradshaw (2006–07), Owen Zidar (2006–07).

University Committees Council on Computing Chair 2010 to present. Council on Libraries Member 2010. Committee on Standards Member 2007–08.

Seminars and Conferences

- 2011 Industrial Organization Society "Empirical Industrial Organization" session at the Allied Social Sciences Association meetings, International Industrial Organization Conference (Boston MA) "Empirical Models of Oligopoly Pricing" session, *Health Affairs* "Strategies for the Global 'Decade of Vaccines' " (Washington DC), National Bureau of Economic Research Summer Institute on "Economics of Information Technology and Digitization".
- 2010 N.B.E.R. Law and Economics Winter Program Meeting, Clemson Economics Department seminar, International Industrial Organization Conference (Vancouver) "Law and Economics" session, University of Duesseldorf DICE (Düsseldorf Institute for Competition Economics) seminar, Ohio State University Microeconomics workshop.
- 2009 American Economic Association "Consumer Choice and Merchant Acceptance of Payment Media" and "Economics of Infectious Disease" sessions, University of Melbourne Economic Theory seminar, Organizational Economics Workshop (held at the University of Sydney; keynote speaker), International Industrial Organization Conference (Boston MA) "Innovation and Technology Adoption in Healthcare" and "Intra-Firm Informational Issues" sessions, George Washington University Microeconomics seminar.
- 2008 Joint MIT/Harvard Industrial Organization Workshop, International Industrial Organization Conference (Washington DC) "Internet and Agglomeration in Media" session. Sloan Foundation (New York City) "Pricing of Academic Journals in a Digital Age" presentation, Economic Perspectives on Scholarly Communication in a Digital Age workshop at the University of Michigan School of Information, University of British Columbia Sauder School of Business seminar, University of Delaware Economics Department seminar.
- 2007 American Economic Association "Sanctions for Securities Fraud" panel, International Industrial Organization Conference "Law, Economics and Organization" session, Yale Department of Economics and School of Management joint Industrial Organization seminar, RAND Corporation Health seminar, Federal Communications Commission seminar, Mellon Foundation seminar, JSTOR seminar, Discrete Mathematics

and Theoretical Computer Science (DIMACS) Game Theoretic Approaches to Epidemiology and Ecology workshop.

- 2006 Industrial Organization Society "Contracts and Organizations" session at the Allied Social Sciences Association meetings, Harvard University Law, Economics, and Organizations Workshop, International Industrial Organization Conference "Buyer and Countervailing Power" session, Santa Clara University Economics Lecture Series, N.B.E.R. Summer Institute on Law and Economics, Southern Economic Association Conference "Buyer Power," "Drug Pricing I," and "Drug Pricing II" sessions, Charles River Associates, Dartmouth College Economics Department seminar, Dartmouth College Social Psychology Research Interest Group workshop.
- 2005 American Economic Association "Competition in Academic Journals" session, American University Economics Department seminar, Georgetown University Microeconomic Theory workshop, University of Virginia Industrial Organization seminar, International Industrial Organization Conference "Academic Economics: Journals and Universities" session, NYU Stern Business School Economics seminar, George Washington University Development workshop. N.B.E.R. Summer Institute on Innovation and the Global Economy, N.B.E.R. Summer Institute on Law and Economics, Dartmouth Applied Mathematics workshop, Bridgewater Capital recruit retreat keynote speaker, M.I.T. Industrial Organization workshop.
- 2004 Industrial Organization Society "Theory of Competition and Strategy" session at the Allied Social Sciences Association meetings, UCLA Pharmaceutical Economics and Policy seminar, Tuck School of Business and Dartmouth College Economics Department joint seminar, Northeastern University Economics Department seminar, Stanford University Graduate School of Business Applied Microeconomics workshop, University of Chicago Workshop in Applied Microeconomics, University of Chicago Graduate School of Business Workshop on the Theory of Organizations. International Industrial Organization Conference "Markets for Journals and Other Information Goods" and "Structure of Wholesale Transactions" sessions, Tulane University Economics Department seminar, Dartmouth College seminar, American Enterprise Institute "Sickness of the U.S. Vaccine Market" panel discussion, Michigan State University Economic Theory seminar.
- 2003 American Economic Association "Spatial Competition, Informational Cascades, and Demand Specification: Applications to Motion-Pictures Markets" and "Economics of Competition and Networks" sessions, International Industrial Organization Conference "Price Discrimination Theory" session (organizer and presenter), Econometric Society Summer Meetings "Price Dispersion, Price Discrimination, and Uncertainty" and "Incomplete Contracts and Hold-Up" sessions, N.B.E.R. Summer Institute on Health and Aging, M.I.T. Industrial Organization workshop, Northwestern University Kellogg School of Management seminar, University of Rochester Simon School of Business joint Economics and Management and Industrial Organization seminar, University of Toronto joint Business Economics and Industrial Organization seminar, Princeton University Institute for Advanced Study Economics seminar, IDEI and World Bank Institute conference on "Markets for Pharmaceuticals and the Health of Developing Nations" in Toulouse.
- 2002 American Economic Association "Contracts and Organizations" session (organizer and presenter), George Mason Interdisciplinary Center for Economic Science seminar, Duke Economics Department/Fuqua School/University of North Carolina joint seminar in Industrial Organization, Washington University Olin School of Business seminar, University of Wisconsin-Madison theory seminar, IAEN Barcelona Symposium on "The Economics of AIDS in Developing Countries," Johns Hopkins University Microeconomics seminar, Fordham University Economics Department seminar, Fordham University Math Club presentation, Georgia Institute of Technology Department seminar, Southern Economics Association Conference "Industrial Organization Theory" session (organizer and presenter).
- 2001 M.I.T. Labor lunch workshop, Harvard/M.I.T. joint seminar in Industrial Organization, Stanford and Yale Law Junior Faculty Forum, Humboldt University Berlin Economics Department seminar, SUNY Stony Brook Game Theory Conference Contract Theory workshop, U.S. Department of Justice Antitrust Division seminar.
- 2000 American Economic Association "Research Joint Venture" session (organizer and presenter), University of New South Wales Faculty of Commerce and Economics Departmental Seminar, Australian National University Research School of Asian Pacific Studies seminar, Australian National University Research

School of Social Sciences seminar, University of Adelaide Economics Department seminar, Economic Society of Australia Economics 2000 Conference keynote speaker, Tufts University departmental seminar, M.I.T. Theory lunch workshop.

- 1999 Industrial Organization Society "Empirical Approaches to Industrial Economics" session at the Allied Social Sciences Association meetings, Yale School of Management Applied Economics seminar, U.S. Department of Justice Antitrust Division seminar, Stanford Institute of Theoretical Economics "Theory of Contracts and Organizations" Workshop, University of Texas at Austin Microeconomics workshop, Texas A&M Industrial Organization workshop, University of Maryland Industrial Organization workshop, Southeastern Economic Theory Conference "Contracts" session, University of Chicago Graduate School of Business Theory of Organizations workshop.
- 1998 Econometric Society Summer Meetings "Property Rights and Incomplete Contracts" and "Empirical Industrial Organization" sessions, Georgetown University Microeconomics seminar, Southern Economics Association Conference Microeconometrics session, University of Chicago Graduate School of Business Applied Microeconomics seminar, Columbia University Graduate School of Business Applied Economics seminar.
- 1997 Econometric Society Winter Meetings "Information Economics" session, American Economic Association "Industrial Organization" session, Harvard Law School Research Seminar in Law and Economics, Eastern Economic Association Meetings "Empirical Investigations in Industrial Organization" session, U.S. Department of Justice Antitrust Division seminar, University of Copenhagen Centre for Industrial Economics seminar, George Washington University Applied Microeconomics seminar, Federal Trade Commission Bureau of Economics seminar, George Washington University Economics Department seminar.
- 1996 Charles River Associates seminar, U. S. Census Bureau Center for Economic Studies seminar, Atlantic Economic Conference "Industry Studies" session, Southern Economic Association Conference "Topics in Microeconomics" and "Mergers and Collusion" sessions.
- 1995 University of Melbourne Industry Economics Conference keynote speaker, University of Virginia Economic Theory seminar, Massachusetts Institute of Technology Industrial Organization seminar.
- 1994 Georgetown Microeconomics seminar, Ohio State Mathematical Economics seminar.