

BRETT DANAHER

CURRICULUM VITAE

CAMPUS ADDRESS:

Wellesley College
Economics Department
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RESEARCH INTERESTS:

Economics of Information Goods, Economics of Information Systems, Empirical Industrial Organization, Economics of Digital Media, Digital Strategies

ACADEMIC POSITIONS:

Assistant Professor - Department of Economics, Wellesley College	2010- Present
Post-doctoral Fellow – Heinz School, Carnegie Mellon	2009-2010

EDUCATION:

Ph.D. Applied Economics	University of Pennsylvania	2010
B.S. Economics	Haverford College	2000

PUBLICATIONS:

“Converting Pirates Without Cannibalizing Purchasers: The Effect of Digital Distribution on Internet Piracy and Physical Channel Sales” with Samita Dhanasobhon, Michael Smith, and Rahul Telang. *Marketing Science*. INFORMS, vol 29(6), pp. 1138-1151.

WORKING PAPERS:

“Reel Piracy: The Effect of Internet Movie Piracy on Film Box Office Sales” with Joel Waldfogel

“An Empirical Analysis of Digital Music Bundling Strategies” with Yan Huang, Mike Smith, and Rahul Telang

“The Effect of Graduated Response Anti-Piracy Laws on Music Sales: Evidence from an Event Study in France” with Siwen Chen, Mike Smith, and Rahul

WORK IN PROGRESS:

“Will People Pay When it’s Free?: The Effect of Piracy on the Own-Price Elasticity of Digital Music”

“Systematic Biases in Privacy Decision-making” with Alessandro Acquisti

FELLOWSHIPS AND AWARDS:

Post-doctoral Fellowship, Carnegie Mellon University	2009
Research Grant, Center for the Analysis of Property Rights and Innovation, UT Dallas	2009
Ackoff Fellowship for Research on Decision-making Under Uncertainty Wharton School, University of Pennsylvania	2008

TEACHING:

Wellesley College, 2010 – present
Introduction to Statistics
Introduction to Microeconomics
The Information Economy
Industrial Organization
Wharton School, University of Pennsylvania, 2007-2009
Managerial Economics, MBA Program
Managerial Economics, Executive MBA Program

PROFESSIONAL ACTIVITIES:

Presentations

Statistical Challenges in E-Commerce Research	Rio de Janeiro, Brazil	2011
DO&IT Seminar Series, University of Maryland	College Park, MD	2010
DISOM Seminar Series, University of Washington	Seattle, WA	2010
Workshop on Information Security and Economics	Tuscon, AZ	2009
Carnegie Mellon Applied Economic Seminar	Pittsburgh, PA	2009
Society for Economic Research on Copyright Issues	Berkeley, CA	2009
Workshop on Information Security and Economics	Paris, France	2008
Web 2.0 Workshop hosted by the ZEW	Mannheim, Germany	2008

Referee Service

Information Systems Research, Management Information Systems Quarterly, Management Science, International Review of Law and Economics, American Review of Law and Economics

Discussant Service

Workshop on Information Systems and Economics	2008
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Memberships

Society for Economic Research on Copyright Issues (SERCI)

NON-ACADEMIC EXPERIENCE:

Consultant – IFPI / RIAA

Boston, MA

2011-Present

Consultant – EMI Music

New York, NY

2009-2010

Analyst - Vanguard Group.

Malvern, PA

2000-2003