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#### **CURRENT POSITIONS**

UC Davis Graduate School of Management, Associate Professor, 2010-present  
International Journal of Industrial Organization, Associate Editor, 2004-present

#### **EDUCATION**

UC Davis (1996), Ph.D. in Economics.  
University of Pennsylvania (1991), B.A. in Economics and Political Science.

#### **FIELDS**

Household finance, banking, regulation and consumer protection, industrial organization.

#### **JOURNAL PUBLICATIONS**

1. "Borrowing High vs. Borrowing Higher: Price Dispersion and Shopping Behavior in the U.S. Credit Card Market" (with Jon Zinman). Conditionally accepted, *Review of Financial Studies*.
2. "Limited and Varying Consumer Attention: Evidence from Shocks to the Salience of Bank Overdraft Fees" (with Jon Zinman). *Review of Financial Studies* 27(4), 2014: 990-1030.
3. "Celebrity Endorsements, Reputation Risk and Firm Value: Evidence from the Tiger Woods Scandal" (with Chris Knittel). *Management Science* 60(1), 2013: 21-37.
4. "Fuzzy Math, Disclosure Regulation and Credit Market Outcomes: Evidence from Truth in Lending Reform" (with Jon Zinman), *Review of Financial Studies* 24(2), 2011: 506-534.
5. "Strategic Incompatibility in ATM Markets" (with Chris Knittel), *Journal of Banking and Finance* 35(10), October 2011: 2627- 2636.
6. "Some New Evidence on Competition in Payday Lending Markets," *Contemporary Economic Policy*, March 2011: 149-161.
7. "Exponential Growth Bias and Household Finance" (with Jon Zinman), *Journal of Finance* 64(6), December 2009: 2807-2849.
8. "How Does Incompatibility Affect Prices? Evidence from ATMs" (with Chris Knittel), *Journal of Industrial Economics* LVII (3), September 2009: 557-582.
9. "What Do Consumers Really Pay on Their Checking and Credit Card Accounts? Explicit, Implicit and Avoidable Costs" (with Jon Zinman), *American Economic Review Papers and Proceedings* 99 (2), May 2009: 424-429.

10. "Incompatibility, Product Attributes and Consumer Welfare: Evidence from ATMs" (with Chris Knittel), *BE Journal of Economic Analysis and Policy* 8(1) (Advances), 2008.
11. "The Causes of Bargaining Failure: Evidence from Major League Baseball" (with Amy Farmer and Paul Pecorino), *Journal of Law and Economics* XLVII(2), October 2004: 543-568.
12. "Ask Prices, Offers and Time-to-Sale in an Online Exchange" (with Amy Farmer), *Economic Inquiry* 42(1), January 2004: 14-28.
13. "The Economics of Standards Wars," *Review of Network Economics* 3(1), March 2004:1-19.
14. "Price Ceilings, Focal Points, and Tacit Collusion: Evidence from Credit Cards" (with Chris Knittel), *American Economic Review* 93(5), December 2003: 1703-1729.
15. "Strategic Responses to Regulatory Threat in the Credit Card Market," *Journal of Law and Economics* XLVI (2), October 2003: 427-452.
16. "Pricing with Consumer Switching Costs: Evidence from the Credit Card Market," *Journal of Industrial Economics* 50(4), December 2002: 475-492.
17. "Competition and Pricing in the Credit Card Market," *Review of Economics and Statistics* 82(3), August 2000: 499-508.
18. "Environmental Regulation as an Entry Barrier for Small Manufacturing Establishments: A Longitudinal Examination," *Journal of Environmental Economics and Management* 40, 2000: 56-75. (with Tom Dean and Robert Brown).
19. "Ranking Graduate Programs by Graduate Publications," *Economic Inquiry* 38(2), April 2000, 358-367. (with Jeffery T. Collins and Richard G. Cox).
20. "The Tax Reform Act of 1986 and the Composition of Consumer Debt," *National Tax Journal* LII (4), December 1999, 717-739.

#### **WORKING PAPERS**

21. "Bounding the Costs of Bounded Rationality: Evidence from U.S. Credit Cards," (with Jon Zinman).

#### **OTHER PUBLICATIONS**

22. "Debit or Credit: How People Choose to Pay" (with Jon Zinman), Research Monograph, Filene Institute, November 2008.
23. "The Economics and Strategy of Standards and Standardization" (with Shane Greenstein), in Scott Shane (ed.), *Handbook of Technology and Innovation Management*: Blackwell, Oxford, UK 2008.
24. "Outsource or Die," (with Christopher Knittel), Research Monograph, Filene Institute, August 2007.

25. "Credit Cards," (with Julian Wright), *New Palgrave Dictionary of Economics*: MacMillan, Hampshire, UK, 2007.
26. *Standards and Public Policy* (ed., with Shane Greenstein), Cambridge Press, 2006.
27. "Outsourcing, Firm Size and Product Complexity," (with Yukako Ono), *Federal Reserve Bank of Chicago Economic Perspectives*, 1<sup>st</sup> Quarter 2005: 2-11.
28. "Emerging Payment Standards and Public Policy," (with Tom Ciesielski and Carrie Jankowski), Federal Reserve Bank of Chicago *Annual Report*, 2004.
29. "The Economics of Standards: Public Policy and Market Performance" (with Carrie Jankowski), Federal Reserve Bank of Chicago *Fed Letter*, August 2004.

#### **GRANTS AND AWARDS**

- Russell Sage Foundation Grant "Behavioral Biases in Household Financial Decision-making," 2011-2012.
- Finalist, UCD GSM Professor of the Year, 2010.
- National Science Foundation Grant "Information Technology, Outsourcing and Productivity," 2008-2010.
- NET Institute Research Grant, Summer 2004, Summer 2006.
- Filene Institute Research Grant "Outsource or Die," 2006-2007.
- Filene Institute Research Grant "Payment Choices," 2006-2008.
- FDIC Research Grant, 2006.
- Allen H. Keally Teaching Award, University of Tennessee, 1999-2000.
- Club 6 (High Teaching Evaluations), Haas School, UC Berkeley, 1998.
- Finalist, Allen H. Keally Teaching Award, University of Tennessee, 1997-98.

#### **PAST POSITIONS**

- UC Davis Graduate School of Management, Assistant Professor, 2008-2010
- National Bureau of Economic Research, Research Economist, 2009-2011
- Tuck School of Business, Associate Professor, 2004-2008
- Federal Reserve Bank of New York, Visiting Senior Economist, 2004
- Federal Reserve Bank of Chicago, Economist/Senior Economist, 2001-2003
- University of Chicago GSB, Adjunct Assistant Professor, 2001-2003
- UC Berkeley, Haas School of Business, Visiting Assistant Professor, 1998
- University of Tennessee, Assistant Professor, 1996-2001

#### **COURSES TAUGHT**

- Microeconomics (undergrad, MBA), Industrial Organization (undergrad, Ph.D.), Competitive Strategy (undergrad, MBA), Government and Business (undergrad, MBA), Public Economics (undergrad).