

Gregory S. Crawford

Business Address

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Employment

Professor of Applied Microeconomics, Dept. of Economics, University of Zurich, May 2013-present
Professor, Department of Economics, University of Warwick, 2008-13
Associate Professor, Department of Economics, University of Arizona, 2008-09 (on leave)
Chief Economist, Federal Communications Commission (FCC), 2007-2008
Assistant Professor, Department of Economics, University of Arizona, 2002-2008
Assistant Professor, Department of Economics, Duke University, 1997-2002
Lecturer, Department of Economics, Duke University, 1996-1997

Visiting Professor, European School of Management and Technology, Berlin, Summer 2007
Visiting Professor, Fuqua School of Business, Duke University, 2000-2001

Education

Ph.D. in Economics, Stanford University, Stanford, CA, 1998
B.A., Economics with Honors, University of Pennsylvania, Philadelphia, PA, 1991

Professional Affiliations

Centre for Economic Policy Research (CEPR)

Co-Director, Industrial Organization Programme, September 2014-present
Research Fellow, 2011-current

Institute for Fiscal Studies (IFS)

International Research Fellow, August 2014-present

Mannheim Centre for Competition and Innovation (MaCCI)

Research Fellow, December 2016-present

Association of Competition Economists (ACE)

Steering Committee, January 2016-present

Florence Competition Program in Law and Economics, European

University Institute (EUI), Florence

Scientific Committee, June 2017-present

Centre for Competitive Advantage in the Global Economy (CAGE)

Research Fellow, April 2011-present

Publications

“The Welfare Effects of Vertical Integration in Multichannel Television Markets,” (with Robin Lee, Michael Whinston, and Ali Yurukoglu), forthcoming, *Econometrica*.

“Asymmetric Information and Imperfect Competition in Lending Markets,” (with Nicola Pavanini and Fabiano Schivardi), forthcoming, *American Economic Review*.

“The Economics of Television and Online Video Markets,” Chapter 7 in Anderson, S., Waldfogel, J., and D. Stromberg, *Handbook of Media Economics*, volume 1A, 2016, Elsevier Press.

“Cable Regulation in the Internet Era,” Chapter 3 in Rose, N., ed, “Economic Regulation and Its Reform: What Have We Learned?”, 2014, University of Chicago Press.

“Accommodating Endogenous Product Choices: A Progress Report,” *International Journal of Industrial Organization*, v30 (2012), 315-320.

“The Welfare Effects of Bundling in Multichannel Television Markets,” (with Ali Yurukoglu), *American Economic Review*, v102n2 (April 2012), 643-685 (lead article).

“Price Discrimination in Service Industries,” (with A. Lambrecht, K. Seim, N. Vilcassim, A. Cheema, Y. Chen, K. Hosanger, R. Iyengar, O. Koenigsberg, R. Lee, E. Miravete, and O. Sahin), *Marketing Letters*, v23 (2012), 423-438.

“Economics at the FCC: 2007-2008,” (with Evan Kwerel and Jonathan Levy), *Review of Industrial Organization*, v33n3 (November 2008), 187-210.

“The Discriminatory Incentives to Bundle: The Case of Cable Television,” *Quantitative Marketing and Economics*, v6n1 (March 2008), 41-78.

- Winner, 2009 Dick Wittink Prize for the best paper published in the *QME*

“Bidding Asymmetries in Multi-Unit Auctions: Implications of Bid Function Equilibria in the British Spot Market for Electricity, (with Joseph Crespo and Helen Tauchen), *International Journal of Industrial Organization*, v25n6 (December 2007), 1233-1268.

“Bundling, Product Choice, and Efficiency: Should Cable Television Networks Be Offered A La Carte?,” (with Joseph Cullen), *Information Economics and Policy*, v19n3-4 (October 2007), 379-404.

“Monopoly Quality Degradation and Regulation in Cable Television,” (with Matthew Shum), *Journal of Law and Economics*, v50n1 (February 2007), 181-209.

“Uncertainty and Learning in Pharmaceutical Demand,” (with Matthew Shum), *Econometrica*, v73n4 (July 2005), 1137-1174.

“Recent Advances in Structural Econometric Modeling: Dynamics, Product Positioning, and Entry,” (with J.-P. Dube, K. Sudhir, A. Ching, M. Draganska, J. Fox, W. Hartmann, G. Hitsch, B. Viard, M. Villas-Boas, and N. Vilcassim), *Marketing Letters*, v16n2 (July 2005).

“The Impact of the 1992 Cable Act on Household Demand and Welfare,” *RAND Journal of Economics*, v31n3 (Autumn 2000), 422-449.

Articles Under Review

“The Welfare Effects of Monopoly Quality Choice: Evidence from Cable Television Markets,” (with Matthew Shum and Alex Shcherbakov), mimeo, University of Zurich, August 2015, revise and resubmit at *American Economic Review*.

“The Regulation of Public Service Broadcasting: Should there be more advertising on television?,” (with Lachlan Deer, Jeremy Smith, and Paul Sturgeon), working paper, University of Zurich, July 2017, revise and resubmit at *International Journal of Industrial Organization*.

“Preference estimation with unobserved choice set heterogeneity using sufficient sets,” (with Rachel Griffith and Alessandro Iaria), University of Zurich, October 2017, submitted.

Working Papers

“The impact of ‘rollover’ contracts on switching in the UK voice market: Evidence from disaggregate customer billing data,” (with Nicola Tosini and Keith Waehrer), Working paper, University of Warwick, June 2011.

“The Empirical Consequences of Advertising Content in the Hungarian Mobile Phone Market,” (with Jozsef Molnar), University of Arizona, March 2008.

Work In Progress

“Orthogonal Instruments: Estimating Price Elasticities in the Presence of Endogenous Product Characteristics,” (with Dan Akerberg and Jin Hahn), mimeo, University of Warwick, June 2011.

“Channel 5 or 500? Vertical Integration, Favoritism, and Discrimination in Multichannel Television,” (with Robin Lee, Breno Viera, Michael Whinston, and Ali Yurukoglu), mimeo, University of Zurich, October 2013.

Grants

“Endogenous Product Characteristics in Empirical Industrial Organization,” Economic and Social Research Council, £140,000 (~\$220,000), 2010-2012.

“The Empirical Consequences of Advertising Content” (with Jozsef Molnar), Hungarian Competition Commission, 10,000,000 Hungarian Forint (~\$50,000), 2007-2008

External Reports

Authored Commissioned Research Study for the UK Office of Communication (OfCom), “Empirical analysis of BT’s automatically renewable contracts,” (with ESMT Competition Analysis), August 2010. Also Supplementary Report, February 2011.

Authored Commissioned Research Study for the Hungarian Competition Commission, “The Empirical Consequences of Advertising Content in the Hungarian Mobile Phone Market,” (with Jozsef Molnar), March 2008.

Authored Commissioned Research Study for the Federal Communications Commission “Television Station Ownership Structure and the Quantity and Quality of TV Programming,” July 2007.

Teaching and Service

Graduate (MSc) Cross Section and Panel Data Econometrics, 2015

Graduate (PhD) Structural Estimation in Applied Microeconomics, 2014-15

Graduate (MSc/PhD) Industrial Organization, 2009-10

Graduate (MSc/PhD) Empirical Methods, 2011-12

Undergraduate Business Strategy, 2009-2011

Undergraduate Econometrics, 1998-2004, 2009-2013

MBA Strategy, 2006-2007

Graduate (2nd-year Ph.D.) Industrial Organization, 1996-2005

Graduate (1st-year Ph.D.) Econometrics, 1998-1999

Introductory Microeconomics, 1996-1998

The Economics and Statistics of Sports, 1999

Recruiting Committee, 1997-2002 (Duke), 2003-2004, 2005-2007 (Arizona),
2011-12 (Warwick)

Research Director, 2009-2012 (University of Warwick)

Director of Research Impact, 2012-13 (University of Warwick)

Advising [1st, Current placements]

Lachlan Deer (Zurich), current student

Alessandro Iaria (Warwick, 2014), [CREST (Paris), Bristol (UK)]

Nicola Pavanini (Warwick, 2013), [Zurich Post-Doc, Tilburg]

Joseph Cullen (Arizona, 2008), [WashU (St. Louis), Amazon.com]

Oleksandr Shcherbakov (Arizona, 2008), [Yale Post-Doc, Bank of Canada]

Kivanc Kirgiz (Duke, 2001), [Cornerstone Research]

Jed Brewer, Tim Davies, Lucas Rosnau, Volodymyr Bilotkac,

Yong Cai, Joseph Crespo, Lan Liang, Peter Rankin, Andrew Biehl, Mark Burkey
Julia Cajal-Grossi

Other Professional Activities

Editing/Refereeing

Associate Editor, *International Journal of Industrial Organization*, October 2005 - present.

Editorial Board, *Information Economics and Policy*, December 2007 - present.

Excellence in Refereeing Award, *American Economic Review*, 2009.

Referee for *Econometrica*, *American Economic Review*, *Review of Economics Studies*,
RAND Journal of Economics, *Review of Economics and Statistics*,
Quantitative Marketing and Economics, *National Science Foundation*,
International Journal of Industrial Organization, *Journal of Industrial Economics*,
Journal of Applied Econometrics, *Information Economics and Policy*,
Management Science, *Southern Economic Journal*

Keynote Lectures (previous and planned)

“Vertical Integration in Media and Communications Markets”: 5th Workshop on the Economics of ICTs (Oporto, Portugal, 3/14), FSR/EUI Annual Seminar on the Economics and Policy of Communications and Media 2014 (Florence, 3/14)

“How much is too much? A closer look at choice in the entertainment industry,” The Future of Broadcasting Conference (London, 6/12)

Academic Presentations (previous 7 years and planned)

2016 Presentations: Winter Marketing-Economics Summit (Denver, 1/16), University of Bern (2/16), ESMT (Berlin, 6/16), Pompeu Fabra (Barcelona, 11/16)

2015 Presentations: NYC Media Seminar (2/15), Empirical Models of Differentiated Products (IFS, London, 6/15), Advances in the Economics of Antitrust and Consumer Protection (Paris, 9/15), University of Pennsylvania (Wharton, 9/15), 15th Media Economics Workshop (Cape Town, 11/15), Bocconi (12/15), ECARES (Brussels, 12/15)

2014 Presentations: Winter Marketing-Economics Summit (Wengen, Switzerland, 1/14), Industrieökonomischer Ausschuss (Hamburg, 2/14), E.CA Competition Law and Economics Expert Forum (Berlin, 3/14), 5th Workshop on the Economics of ICTs (Keynote, Oporto, 3/14), Economics and Policy of Communications and Media Policy Challenges in Digital Markets (Keynote, EUI, Florence, 3/14), University of St. Gallen (4/14), 7th Workshop on Economics of Advertising and Marketing (Vienna, 6/14), University of Zurich Inaugural Lecture (Zurich, 9/14), Toulouse School of Economics (Toulouse, 9/14), DG Competition (Brussels, 10/14), TV, Economics, and Society (WZB, Berlin, 11/14), LSE (12/14), IO of Media and Advertising (NIE, Manchester, UK, 12/14)

2013 Presentations: Tilburg University (11/13)

2012 Presentations: University of East Anglia / Centre for Competition Policy (5/12),
PEDL Inaugural Conference (5/12)
2011 Presentations: University of Cyprus (3/11), CREST (Paris, 6/11), EARIE
(Stockholm, 9/11), University of Zurich (9/11), University of Mannheim (10/11).
2010 Presentations: LBS (1/10), UCL (4/10), Oxford (5/10), Invitational Choice
Conference (5/10), Manchester University (9/10), EIEF (Rome, 10/10),
University of Venice (10/10), University College Dublin (11/10).
2009 Presentations: ESMT, Berlin (5/09), CEPR IO, Mannheim (5/09),
University of Leuven (9/09), University of Toulouse (Econometrics Workshop and
Competition Policy Workshop), (11/09)

Conference Organization:

CEPR Applied IO Workshop: Jerusalem (Hebrew University, 2017), London (IFS, 2016) Zurich (UZH,
EARIE 2010-2016: Scientific Committee
Economics of Media Markets 2010: Scientific Committee, Triangle Applied
Micro Conference 2000: Organizer, Triangle
Applied Micro Conference 1999: Co-organizer

Non-Academic Presentations and Panel Participation

“Damages Litigation: Issues and Challenges in Complex Antitrust Cases,” CRESSE 2016 (Panel,
Rhodes, 7/16)

“Multichannel Distribution: Experimentation, Innovation and Enforcement,” CRA Conference
on Economic Developments in European Competition Policy (Panel, Brussels, 12/15)

“Understanding ‘New Media’ and its lessons for non-media industries,” University of Zurich
Dept. of Economics, Advisory Board Meeting (Zürich, 11/13)

“New Media: Economic Perspectives,” University of Warwick, Window on Research
(Coventry, UK, 6/11)

“Doing Good with (Good) Econometrics,” Warwick Economics Summit, University of Warwick,
(Coventry, UK, 2/11)

Last updated: February 2018