

ROBERT S. GIBBONS

July 2020

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Citizenship: U.S.

Date of Birth: June 22, 1958

POSITIONS

Sloan Distinguished Professor of Management (2001-present), Sloan School of Management, and Professor of Organizational Economics, Department of Economics, MIT.

Frank W. Taussig Research Professor of Economics at Harvard University, 2007-08.

Marvin Bower Fellow, Harvard Business School, 2001-02.

Sloan Distinguished Professor of Management (1998-2001) and Professor of Organizational Economics and Strategy (1997), Sloan School of Management, MIT.

Charles Dyson Professor of Management (1995-1997), Professor of Economics (1993-95), and Associate Professor of Economics with tenure (1991-93), Johnson Graduate School of Management, Cornell University.

Research Associate (1992-present) and Faculty Research Fellow (1987-92), National Bureau of Economic Research.

Pentti J. K. Kouri Career Development Associate Professor (1990-91) and Assistant Professor (1985-90), Department of Economics, MIT.

Visiting Assistant Professor, Industrial Relations Section and Department of Economics, Princeton University, 1988-89.

EDUCATION

Ph. D. (Decision Sciences), Stanford University, Graduate School of Business, September 1985.

M. Phil. (Economics, with honours), Cambridge University, June 1981.

A. B. (Applied Mathematics, *magna cum laude*), Harvard University, June 1980.

RESEARCH INTERESTS

Theoretical and empirical models concerning organizational design and performance (including organizational culture and capabilities, corporate strategy, and extended enterprises).

BOOKS

Game Theory for Applied Economists, Princeton University Press, 1992. (International version: *A Primer in Game Theory*, Harvester-Wheatsheaf.) Translated into Chinese, Greek, Hungarian, Italian, Japanese, and Spanish.

Handbook of Organizational Economics (with J. Roberts, eds.), Princeton University Press, 2013.

Foundations of Organizational Economics (with M. Powell), Princeton University Press, forthcoming 2022.

PAPERS*Applied Theory:*

“Dissolving a Partnership Efficiently” (with P. Cramton and P. Klemperer). *Econometrica* 55 (1987): 615-32.

Reprinted in *The Economic Theory of Auctions*, P. Klemperer (ed.), Edward Elgar Publishing Limited (Cheltenham, U.K.), 1999.

Reprinted in *The Economic Theory of Incentives*, D. Martimort (ed.), Edward Elgar Publishing Limited (Cheltenham, U.K.), 2017.

“Simultaneous Signaling to the Capital and Product Markets” (with R. Gertner and D. Scharfstein). *Rand Journal of Economics* 19 (1988): 173-90.

“Cheap Talk Can Matter in Bargaining” (with J. Farrell). *Journal of Economic Theory* 48 (1989): 221-37.

Reprinted in *Bargaining with Incomplete Information*, P. Linhart, R. Radner, and M. Satterthwaite (eds.), Academic Press, 1992.

“Cheap Talk with Two Audiences” (with J. Farrell). *American Economic Review* 79 (1989): 1214-23.

“Cheap Talk about Specific Investments” (with J. Farrell). *Journal of Law, Economics, and Organization* 11(1995): 313-34.

“An Introduction to Applicable Game Theory.” *Journal of Economic Perspectives* 11 (1997): 127-49.

Reprinted in *Readings in Applied Microeconomic Theory: Market Forces and Solutions*, R. Kuenne (ed.), Blackwell Publishers, 2000.

“Rational-Expectations Equilibrium in Intermediate Goods Markets” (with R. Holden and M. Powell). Draft, August 2010.

Labor Economics:

“Piece-Rate Incentive Schemes.” *Journal of Labor Economics*, 5 (1987): 413-29.

“Learning in Equilibrium Models of Arbitration.” *American Economic Review* 78 (1988): 896-912.

“Layoffs and Lemons” (with L. Katz). *Journal of Labor Economics* 9 (1991): 351-80.

Reprinted in *Learning in Labour Markets*, M. Waldman (ed.), Edward Elgar Publishing Limited (Cheltenham, U.K.), 2017.

“Does Unmeasured Ability Explain Inter-Industry Wage Differences?” (with L. Katz). *Review of Economic Studies* 59 (1992): 515-35.

“Getting Together and Breaking Apart: The Decline of Centralized Collective Bargaining” (with R. Freeman). Chapter 10 in R. Freeman and L. Katz (eds.), *Differences and Changes in Wage Structures*, University of Chicago Press, 1995.

“Learning and Wage Dynamics” (with H. Farber). *Quarterly Journal of Economics* 111 (1996): 1007-47.

Reprinted in *Learning in Labour Markets*, M. Waldman (ed.), Edward Elgar Publishing Limited (Cheltenham, U.K.), 2017.

“Incentives and Careers in Organizations.” Chapter 1 in Volume II of D. Kreps and K. Wallis (eds.), *Advances in economics and econometrics: theory and applications*, Cambridge University Press, 1997.

“Careers in Organizations: Theory and Evidence” (with M. Waldman). Chapter 36 in Volume 3B of O. Ashenfelter and D. Card (eds.), *Handbook of Labor Economics*, North Holland, 1999.

“A Theory of Wage and Promotion Dynamics in Inside Firms” (with M. Waldman). *Quarterly Journal of Economics* 114(1999): 1321-58.

Reprinted in *Personnel Economics*, E. Lazear and R. McNabb (eds.), Edward Elgar, 2003.

Reprinted in *Learning in Labour Markets*, M. Waldman (ed.), Edward Elgar Publishing Limited (Cheltenham, U.K.), 2017.

“Task-Specific Human Capital” (with M. Waldman), *American Economic Review Papers and Proceedings* 94 (2004): 203-07.

“Comparative Advantage, Learning, and Sectoral Wage Differences” (with L. Katz, T. Lemieux and D. Parent). *Journal of Labor Economics* 23 (2005): 681-723.

“Enriching a Theory of Wage and Promotion Dynamics Inside Firms” (with M. Waldman). *Journal of Labor Economics* 24 (2006): 59-107.

Political Economy:

“Trust in Social Structures: Hobbes and Coase Meet Repeated Games.” Chapter 11 in K. Cook (ed.), *Trust in Society*, Russell Sage Foundation, 2001.

“Hobbesean Horseraces” (with A. Rutten). Draft, November 2007.

Behavioral Game Theory:

“When and Why Do Negotiators Outperform Game Theory?” (with M. Bazerman, L. Thompson, and K. Valley). Chapter 4 in R. Stern and J. Halpern (eds.), *Nonrational Elements of Organizational Decision Making*, ILR Press (Ithaca, NY), 1998.

“Contingent Social Utility in the Prisoners’ Dilemma” (with L. van Boven). *Journal of Economic Behavior and Organization* 1305 (2000): 1-17.

“How Communication Improves Efficiency in Bargaining Games” (with M. Bazerman, L. Thompson, and K. Valley), *Games and Economic Behavior* 38 (2002): 127-55.

Reprinted in *Negotiation, Decision Making and Conflict Management*, M. Bazerman (ed.), Edward Elgar, 2004.

Incentive Contracts:

“Relative Performance Evaluation for Chief Executive Officers” (with K.J. Murphy). *Industrial and Labor Relations Review* 43 (1990): 30S-51S.

Reprinted in *Do Compensation Policies Matter?*, R. Ehrenberg (ed.), ILR Press (Ithaca, NY) 1990.

Reprinted in *The Economics of Executive Compensation*, K. Hallock and K.J. Murphy (eds.), Edward Elgar, 1998.

Reprinted in *Personnel Economics*, E. Lazear and R. McNabb (eds.), Edward Elgar, 2003.

“Optimal Incentive Contracts in the Presence of Career Concerns: Theory and Evidence” (with K.J. Murphy). *Journal of Political Economy* 100 (1992): 468-505.

Reprinted in *The Economics of Executive Compensation*, K. Hallock and K.J. Murphy (eds.), Edward Elgar, 1998.

Reprinted in *Learning in Labour Markets*, M. Waldman (ed.), Edward Elgar Publishing Limited (Cheltenham, U.K.), 2017.

“Does Executive Compensation Affect Investment?” (with K.J. Murphy). *Journal of Applied Corporate Finance* 5 (1992): 99-109.

“Subjective Performance Measures in Optimal Incentive Contracts” (with G. Baker and K.J. Murphy). *Quarterly Journal of Economics* 109 (1994): 1125-56.

“Incentives in Organizations.” *Journal of Economic Perspectives* 12 (1998): 115-32.

“Incentives Between Firms (and Within).” *Management Science* 51 (2005): 2-17.

Reprinted in *The Economics of Organization and Bureaucracy*, P. Jackson (ed.), Edward Elgar, 2013.

Organizational Economics:

“Game Theory and Garbage Cans: An Introduction to the Economics of Internal Organization.” Chapter 2 in J. Halpern and R. Stern (eds.), *Debating Rationality: Nonrational Elements of Organizational Decision Making*, ILR Press (Ithaca, NY), 1998.

“Taking Coase Seriously.” *Administrative Science Quarterly* 44 (1999): 145-57.

“Informal Authority in Organizations” (with G. Baker and K.J. Murphy). *Journal of Law, Economics, and Organization* 15 (1999): 56-73.

Reprinted in *The Economics of Organization and Bureaucracy*, P. Jackson (ed.), Edward Elgar, 2013.

“Bringing the Market Inside the Firm?” (with G. Baker and K.J. Murphy), *American Economic Review Papers and Proceedings*, 91 (2001): 212-18.

“Firms (and Other Relationships).” Chapter 7 in P. DiMaggio (ed.), *The Twenty-First Century Firm: Changing Economic Organization in International Perspective*, Princeton University Press, 2001.

“Relational Contracts and the Theory of the Firm” (with G. Baker and K.J. Murphy), *Quarterly Journal of Economics* 117 (2002): 39-83.

Reprinted in *The International Library of the New Institutional Economics*, C. Menard (ed.), Edward Elgar, 2004.

“Team Theory, Garbage Cans, and Real Organizations: Some History and Prospects of Economic Research on Decision-Making in Organizations.” *Industrial and Corporate Change* 12 (2003): 753-87.

Reprinted in *Fundamentals of Business Strategy*, M. Augier and D. Teece (eds.), SAGE Publications, London, 2007.

“What Is Economic Sociology and Should Any Economists Care?” *Journal of Economic Perspectives* 19 (2005): 3-7.

“Four Formal(izable) Theories of the Firm.” *Journal of Economic Behavior and Organization* 58 (2005): 202-47.

Reprinted in *The Economics of Organization and Bureaucracy*, P. Jackson (ed.), Edward Elgar, 2013.

“What the Folk Theorem Doesn’t Tell Us.” *Industrial and Corporate Change* 15 (2006): 381-86.

“Strategic Alliances: Bridges Between ‘Islands of Conscious Power’” (with G. Baker and K.J. Murphy). *Journal of the Japanese and International Economies* 22 (2008): 146-63.

Reprinted in *The Economics of Organization and Bureaucracy*, P. Jackson (ed.), Edward Elgar, 2013.

“Transaction-Cost Economics: Past, Present, and Future?” *Scandinavian Journal of Economics* 112 (2010): 263-88.

“Inside Organizations: Pricing, Politics, and Path-Dependence.” *Annual Review of Economics* 2 (2010): 337-65.

“Relational Contracts and Organizational Capabilities” (with R. Henderson). *Organization Science* 23 (2012): 1350-64.

“Organization and Information: Firms’ Governance in Rational-Expectations Equilibrium” (with R. Holden and M. Powell). *Quarterly Journal of Economics* 127 (2012): 1813-41.

“Introduction” (with J. Roberts). In R. Gibbons and J. Roberts (eds.), *Handbook of Organizational Economics*, Princeton University Press, 2013.

“Economic Theories of Incentives in Organizations” (with J. Roberts). Chapter 2 in R. Gibbons and J. Roberts (eds.), *Handbook of Organizational Economics*, Princeton University Press, 2013.

“Decisions in Organizations” (with N. Matouschek and J. Roberts). Chapter 10 in R. Gibbons and J. Roberts (eds.), *Handbook of Organizational Economics*, Princeton University Press, 2013.

“What Do Managers Do? Exploring Persistent Performance Differences among Seemingly Similar Enterprises” (with R. Henderson). Chapter 17 in R. Gibbons and J. Roberts (eds.), *Handbook of Organizational Economics*, Princeton University Press, 2013.

“Organizational Culture and Performance” (with E. Martinez, N. Beaulieu, P. Pronovost, and T. Wang). *American Economic Review Papers & Proceedings* 105 (2015): 331-5.

“Formal Measures in Informal Management: Can a Balanced Scorecard Change a Culture?” (with R. Kaplan). *American Economic Review Papers & Proceedings* 105 (2015): 447-51.

“Organizational Economics” (with J. Roberts). In R. Scott and S. Kosslyn (eds.), *Emerging Trends in the Social and Behavioral Sciences*, Wiley, 2015.

“Relational Adaptation under Reel Authority” (with D. Barron, R. Gil, and K.J. Murphy). *Management Science* 66 (2019): 1868-89.

“March-ing Towards Organizational Economics.” *Industrial and Corporate Change* 29 (2020): 89-94.

“Visible Hands: Governance of Value Creation—Within Firms and Beyond.” *American Economic Review Papers & Proceedings* 110 (2020): 172-6.

“Knowledge, Stories, and Culture in Organizations” (with L. Prusak). *American Economic Review Papers & Proceedings* 110 (2020): 187-92.

“Building an Equilibrium: Rules versus Principles in Relational Contracts” (with M. Grieder, H. Herz, and C. Zehnder), R&R at *Organization Science*.

“What Situation Is This? Shared Frames and Collective Performance” (with M. LiCalzi and M. Warglien), R&R at *Strategy Science*.

“Relational Adaptation” (with G. Baker and K.J. Murphy). Draft, December 2011 (formerly “Contracting for Control” and “s Happens: Relational Adaptation in Contracts, Firms, and Other Governance Structures”).

“Coase Meets the Cloud: How and When Can Outsourcing IT Improve Organizational Performance?” (with S. Cacciola). Draft, November 2012.

“Discord (and Repair?) in Relational Contracts.” Slides, April 2018.

“‘Culture and Institutions’ Meets ‘culture from organizations’.” Slides, April 2018.

“Organizations and Institutions: ‘Governance’ of ‘Unsolved political Problems’?” Slides, June 2018.

Health Care Delivery:

“The Heterogeneity of Concentrated Prescribing Behavior: Theory and Evidence from Antipsychotics” (with E. Berndt, A. Kolotilin, and A. Taub). *Journal of Health Economics* 40 (2015): 26-39.

“Are Changes in ICU Safety Culture Associated with Changes in Bloodstream Infections?” (with T. Wang, N. Beaulieu, Y.-J. Hsu, E. Martinez, S. Watson, P. Pronovost, and J. Marsteller). Draft, July 2017.

ACTIVITIES

Administration:

Co-Principal Investigator (with Rebecca Henderson, Nelson Repenning, and John Sterman), MIT Sloan’s Program on Innovation in Markets and Organizations, 2002-present.

Founding Director, Working Group on Organizational Economics, National Bureau of Economic Research, 2002-present.

Co-organizer (with Woody Powell), two-week multidisciplinary summer institute on “Organizations and Their Effectiveness” at CASBS (Stanford): summer institutes 2016-19 and alumni convocations since 2018.

Executive Committee, Association for Comparative Economic Studies, 2020-22.

Society for Institutional and Organizational Economics (formerly International Society for New Institutional Economics): 2nd VP in 2017-18; 1st VP in 2018-19; President-elect in 2019-20 and 2020-21; President in 2021-22.

Member, Board of Directors, Society for Institutional and Organizational Economics (formerly International Society for New Institutional Economics), 2015-18.

Member, Academic Advisory Committee, Center for Advanced Study in the Behavioral Sciences, 2014-16.

Member, Fellow Selection Committee, Center for Advanced Study in the Behavioral Sciences, 2007-2008, 2011-2013, 2015.

Member, Board of Trustees, Center for Advanced Study in the Behavioral Sciences, 2000-2006; Vice chairman, 2001-2004.

Research Affiliate, Center for Advanced Study in the Behavioral Sciences, 2017-20.

Member, Advisory Board, Citigroup Behavioral Science Research Council, 1994-2000; Chair, 2000.

Founding Director, Cornell University Multi-Disciplinary Research Program on Organizations and Institutions, 1996-1997

Speaking:

Keynote Speaker, 4th Workshop on Relational Contracts, University of Chicago, September 2018.

Keynote Speaker, Barcelona GSE Summer Forum (Organizational Economics), June 2018

2017-18 John R. Raben / Sullivan & Cromwell Lecture, Yale Law School, April 2018.

2016-17 McGee Lecture, Department of Economics, Vanderbilt University, October 2016.

Lliçó d'Economia 2016-2017, Faculty of Economics and Business, Universitat Pompeu Fabra, September 2016.

Keynote Speaker, 2nd Workshop on Relational Contracts, CUNEF (Madrid), September 2016.

Keynote Speaker, International Society for New Institutional Economics, Duke University, June 2014.

Keynote Speaker, First Annual Conference on Finance, Organizations and Markets, University of Southern California, December 2013.

Opening Speaker, Neubauer Collegium for Culture and Society, University of Chicago, "The Boundaries of the Firm: A Comparative Approach," October 2013.

Keynote Speaker, Second CEPR Workshop on Incentives, Management and Organization, LSE, September 2013.

Invited Speaker, Econometric Society Australasian meetings, University of Sydney, July 2013.

Keynote Speaker, Midyear Meeting of the Management Accounting Section of the American Accounting Association, New Orleans, January 2013.

Marshall Distinguished Visitor, University of Southern California, October 2010.

John Weatherall Distinguished Fellow, Department of Economics, Queen's University, May 2009.

Marshall Distinguished Visiting Scholar, University of Southern California, March 2004.

Invited survey (“Incentives and Careers in Organizations”), 7th World Congress of the Econometric Society, August 1995.

Keynote Address (“Game Theory and Garbage Cans”), 19th Annual Stanford Conference on Organizations at Asilomar, April 1995.

External Teaching:

Inaugural lecturer, Lectures on the Economics of Organizations and Human Resources, Goethe University Frankfurt, “Five Lectures on Internal Organization (Focusing on Politics, Authority, Culture, and Management),” September 2015.

Visiting Lecturer, Becker Friedman Institute, University of Chicago, “Three Biased Lectures on Economic Models of Internal Organization: Pricing, Politics, and Path Dependence,” November 2013.

Invited lecturer, University of New South Wales (12-lecture course on organizational economics), June-July 2010.

Invited lecturer, Hitotsubashi University (8-lecture course on organizational economics), March 2008.

Invited lecturer, Chaire des Ameriques, University of Paris 1 Panthéon-Sorbonne (6-lecture course on organizational economics), October 2007.

Invited lecturer, Departments of Economics and Finance, Shanghai Jiao Tong University (10-lecture course on organizational economics), October 2006.

Inaugural lecturer, Tinbergen Institute Lecture Series, Departments of Economics, Amsterdam and Rotterdam (6-lecture course on organizational economics), May 2006.

Invited lecturer, Department of Economics, University of Paris X and ATOM (5-lecture course on organizational economics), March 2005.

Invited lecturer, Department of Economics, Universitat Pompeu Fabra, Barcelona (4-lecture doctoral course on organizational economics), April 2002.

Invited lecturer, Department of Economics and Political Science, INSEAD (5-lecture doctoral course on organizational economics), March 2001.

Invited lecturer, Department of Economics, European University Institute, Florence (5-lecture doctoral course on organizational economics), April 2000.

Invited lecturer, Institute for Empirical Research in Economics, University of Zuerich, Switzerland (5-lecture doctoral course on organizational economics), April 1999.

Invited lecturer, Norwegian Research Centre in Organization and Management, University of Bergen (10-lecture course on organizational economics), May 1996.

Conference Organizing:

Chair and Local Organizer, 2021 Conference of Society for Institutional and Organizational Economics (MIT).

Chair and Local Organizer, 2020 Conference of Society for Institutional and Organizational Economics (online).

Program Executive Committee, 2018 Conference of Society for Institutional and Organizational Economics (Montréal).

Co-Organizer (with T. Knudsen), “Learning by Stealing: Exchanging Models from Organizational Economics and Organization Science—An Exploration in the Spirit of Jim March.” May 2017.

Member of Organizing Committee and Opening Speaker, Nobel Symposium on “Foundations of Organization.” August 2008.

Co-Organizer (with H. Farber), “What Do Employers Do? The Roles of Firms in Internal and External Labor Markets” (Universities Research Conference, funded by National Science Foundation and National Bureau of Economic Research), December 1996.

Co-Organizer (with L. Katz and R. Thaler), Russell Sage-NBER Conference on Behavioral Labor Economics, March 1995.

Co-Organizer (with C. Camerer and R. Thaler), Russell Sage-NBER Conference on Behavioral Game Theory, October 1993.

Co-Director (with M. Bazerman, H. Farber, and K. Murnighan), 1992 Summer Institute on Negotiation and Dispute Resolution, Center for Advanced Study in the Behavioral Sciences, Stanford University.

Program Committee (with responsibilities in organizational economics), 2015 Meeting of the American Economic Association.

Program Committee (with responsibilities in organizational economics and contract theory), 2005 North American Winter Meeting of the Econometric Society.

Program Committee (with responsibilities in contract theory and organizational economics), 2001 North American Summer Meeting of the Econometric Society.

Program Committee (with responsibilities in agency theory, labor economics, and organization theory), 7th World Congress of the Econometric Society, August 1995.

Program Committee (responsible for labor economics) for Winter 1990 meetings of the Econometric Society.

Editing:

Co-Editor, *Journal of Labor Economics*, 1993-1996

Associate Editor, *Journal of Economic Perspectives*, 1994-1998

Associate Editor, *Quarterly Journal of Economics*, 1990-1998

GRANTS AND AWARDS

Frank E. Perkins Award for Excellence in Graduate Advising for the School of Humanities, Arts, and Social Sciences, MIT, 2020.

Research Affiliate, Center for Advanced Study in the Behavioral Sciences (Stanford, CA), 2017-20.

Deutsche Bahn Prize for Outstanding Research in Organisation and Management (awarded to “Relational Adaptation under Reel Authority” co-authored with D. Barron, R. Gil, and K.J. Murphy), September 2015.

Fellow, Center for Advanced Study in the Behavioral Sciences (Stanford, CA), 2014-15.

Teacher of the Year, MIT Economics Department, 2009-10

Member, American Academy of Arts and Sciences, 2009-present.

Fellow, Society of Labor Economists, 2008-present

Who's Who in Economics. Edward Elgar, 2003.

Fellow, Econometric Society, 2002-present

National Science Foundation Grant, “The Economics and Sociology of Second-Best Organizations,” 1998-2001

Graduate Student Council Teaching Award, MIT’s Sloan School of Management, 1997-98

Fellow, Center for Advanced Study in the Behavioral Sciences (Stanford, CA), 1994-95.

H. Gregg Lewis Prize, 1992 (for best article in *Journal of Labor Economics* during 1990 and 1991: “Layoffs and Lemons” with L. Katz)

National Science Foundation Grant, “Empirical and Theoretical Models of Earnings and Employment,” (with L. Katz), 1990-92

Alfred P. Sloan Research Fellowship, 1990-92

National Bureau of Economic Research Olin Fellowship, 1990-91

National Science Foundation Grant, “Empirical and Theoretical Studies of Wages, Mobility, and Bargaining” (with L. Katz), 1988-90

Teacher of the Year, MIT Economics Department, 1987-88

National Science Foundation Grant, “Strategic Information Transmission in Labor Markets,”
1986-87

Graduate Student Council Teaching Award, MIT Economics Department, 1986-87

National Science Foundation Graduate Fellowship, 1981-84

Frank Knox Memorial Fellowship, 1980-81

Phi Beta Kappa, Harvard College, 1980

INTERNAL TEACHING

Microeconomics, II (Game Theory, Organizational Economics) for Managers (for Executive MBAs, and for Sloan Fellows)

Managing the Modern Organization: Organizational Economics and Corporate Strategy (for MBAs)

Organizational Economics (for PhDs, and for undergrads)

Game Theory (for MBAs)

Contract Theory (with Bengt Holmstrom, for PhDs)

Strategic Management (for MBAs)

Behavioral Game Theory (with Richard Thaler and Kathleen Valley for PhDs)

Labor Economics (with Henry Farber and with Thomas Lemieux, for PhDs)

Advanced Topics in Labor Economics (with Lawrence Katz and with John Abowd, for PhDs)

Introduction to Game Theory (for PhDs)

Economic Applications of Game Theory (for PhDs)

Introduction to Economic Applications of Game Theory (for undergraduates)

DOCTORAL ADVISING

MIT Economics Department: 1985-91

| Student | Graduation Year | Committee Role | 1 st Placement | Current Position |
|------------------|-----------------|-------------------------|---------------------------|------------------|
| Takeo Hoshi | 1988 | 3 rd reader | UCSD | Stanford FSI |
| Gregory Leonard | 1989 | 3 rd reader | Industry | Industry |
| James Montgomery | 1989 | 1 st advisor | Northwestern | Wisconsin Soc. |

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|-----------------|------|-------------------------|-------------|-----------|
| | | | Econ. | |
| David Simpson | 1989 | 2 nd advisor | DoJ | EPA |
| Luc Vallee | 1989 | 2 nd advisor | U. Montreal | Industry |
| Andrea Ichino | 1990 | 2 nd advisor | Bocconi | Bologna |
| Douglas Staiger | 1990 | 1 st advisor | Stanford | Dartmouth |

Cornell (Johnson School, Econ. Dept., and ILR): 1991-97

| Student | Graduation Year | Committee Role | 1 st Placement | Current Position |
|------------------|-----------------|-------------------------|---------------------------|------------------------|
| | | | | |
| Myeong Cho | 1994 Econ | 1 st advisor | Vanderbilt Owen | Korea University |
| Paul Ingram | 1994 Org Beh | 3 rd reader | Carnegie Mellon GSIA | Columbia GSB |
| Rahul Guha | 1996 Mkting | 2 nd advisor | Cornerstone | Cornerstone |
| Felipe Balmaceda | 1998 Econ | 1 st advisor | Dartmouth (post doc) | University of Chile |
| David Kaplan | 1998 Econ | 2 nd advisor | ITAM | World Bank |
| Eugenio Marchese | 2001 Org Beh | 2 nd advisor | industry | deceased |
| Kristina Szafara | 2002 Org Beh | 2 nd advisor | Missouri | Michigan |

MIT (Sloan School and Econ. Dept.): 1997-present

| Student | Graduation Year | Committee Role | 1 st Placement | Current Position |
|-------------------------|-----------------|-------------------------|---------------------------|--------------------|
| | | | | |
| Geoffrey Parker | 1998 Op Mgt | 2 nd advisor | Tulane | Dartmouth |
| Scott Rockart | 2001 Sys Dyn | 3 rd reader | LBS | Duke Fuqua |
| Pierre Azoulay | 2001 Strategy | 3 rd reader | Columbia GSB | MIT Sloan |
| Albert Choi | 2001 Econ | 1 st advisor | UVA Econ | UVA Law |
| Eric Zitzewitz | 2001 Econ | 1 st advisor | Stanford GSB | Dartmouth |
| Matthew Bidwell | 2004 Strategy | 2 nd advisor | INSEAD | Wharton |
| Andrew von Nordenflycht | 2004 Strategy | 3 rd reader | Simon Fraser | Simon Fraser |
| Nicola Lacetera | 2006 Strategy | 2 nd advisor | Case Western | Toronto |
| Marek Pycia | 2006 Econ | 3 rd reader | Penn State | Zurich |
| Sylvain Chassang | 2007 Econ | 3 rd reader | Princeton | NYU |
| Alan Grant | 2007 Econ | 1 st advisor | Industry | Industry |
| Jin Li | 2007 Econ | 1 st advisor | Northwestern Kellogg | U. of Hong Kong |
| Ramana Nanda | 2007 Intl Mgt | 3 rd reader | HBS | HBS |
| Heikki Rantakari | 2007 Econ | 1 st advisor | USC Marshall | Rochester Simon |

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|------------------|--------------------|----------------------------|-----------------------------------|------------------------|
| Patrick Warren | 2008 Econ | 2 nd advisor | Clemson | Clemson |
| Florian Ederer | 2009 Econ | 1 st advisor | UCLA Anderson | Yale SOM |
| Robert Akerlof | Post Doc 2009-11 | Supervisor | Warwick | Warwick |
| Michael Powell | 2011 Econ | 1 st advisor | Northwestern Kellogg | Northwestern Kellogg |
| Anton Kolotilin | 2012 Econ | 1 st advisor | U. New South Wales | U. New South Wales |
| Daniel Barron | 2013 Econ | 1 st advisor | Northwestern Kellogg | Northwestern Kellogg |
| David Chan | 2013 Econ | 2 nd advisor | Stanford Med. Sch. | Stanford Med. Sch. |
| Sarah Venables | 2013 Econ | 1 st advisor | Deloitte UK | Deloitte UK |
| Eliza Forsythe | 2014 Econ | 1 st advisor | U. Illinois LER | U. Illinois LER |
| Anil Jain | 2014 Econ | 3 rd advisor | Fed. Res. Board | Fed. Res. Board |
| Ruitian Lang | 2014 Econ | 2 nd advisor | QFR Capital | Australian National U. |
| Lizi Chen | 2019 Econ | 1 st advisor | Industry | Industry |
| Arda Gitmez | 2019 Econ | 3 rd advisor | Post Doc, Harris Sch., Univ. Chi. | |
| Ali Palida | 2020 Econ | 1 st advisor | Post Doc, MIT Sloan | |
| | | | | |
| Lin Tao | 2006 Harvard Soc. | 3 rd reader | N/A | N/A |
| Giorgio Zanarone | 2008 Pompeu Fabra | 2 nd advisor | CUNEF | Wash. U. St. L |
| Hongyi Li | 2011 Harvard BusEc | 1 st advisor | U. New South Wales | U. New South Wales |
| Leshui He | 2013 UConn | Co-1 st advisor | Quinnipiac U. | Bates College |