

Gregory S. Crawford

Business Address

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Home Address

Brookfield House
2 Beauchamp Hill
Leamington Spa
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Employment

Professor, Department of Economics, University of Warwick, September 2008-present
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

Research Fellow, Centre for Economic Policy Research (CEPR), 2011-current
Research Fellow, Institute for Fiscal Studies (IFS), 2012-current

Publications

“Cable Regulation in the Internet Era,” Chapter 4 in Rose, N., ed, “Economic Regulation and Its Reform: What Have We Learned?”, forthcoming, University of Chicago Press.

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

“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.

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

“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 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. *Under revision for resubmission*

Working Papers

“The (inverse) demand for advertising in the UK: Should there be more advertising on television?,” (with Sally Dickerson, Neil Mortensen, Jeremy Smith, and Paul Sturgeon), Working paper, University of Warwick, October 2011.

“The Welfare Effects of Monopoly Quality Choice: Evidence from Cable Television Markets,” (with Matthew Shum and Alex Shcherbakov), mimeo, University of Warwick, September 2011

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

Work In Progress

“Quantifying adverse selection in credit markets,” (with Nicola Pavanini and Fabiano Schivardi) University of Warwick, October 2011.

“Accommodating choice set heterogeneity in demand: Evidence from retail scanner data,” (with Rachel Griffith and Alessandro Iaria), University of Warwick, October 2011.

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

“An Empirical Analysis of Manufacturer-Retailer Interaction: What Determines Wholesale Prices?” (with Zsolt Macskasi), May 2006.

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/PhD) Industrial Organization, 2009-10.

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

Undergraduate Business Strategy, 2009-2011.

Undergraduate Econometrics, 1998-2004, 2009-2012.

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)

Advising and Placement

Jed Brewer, Tim Davies, Lucas Rosnau, Volodymyr Bilotkac, Kivanc Kirgiz,
Yong Cai, Joseph Crespo, Lan Liang, Peter Rankin, Andrew Biehl, Mark Burkey
Joseph Cullen, Alessandro Iaria, Nicola Pavanini

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*

Non-Academic Presentations

Warwick Economics Summit, “Doing Good with (Good) Econometrics,” University of Warwick,
February 19, 2011

University of Warwick, Window on Research, “New Media: Economic Perspectives,”
University of Warwick, June 29, 2011

Keynote lecture, The Future of Broadcasting Conference, “How much is too much?
A closer look at choice in the entertainment industry,” London, June 28, 2012

Academic Presentations

2012 Presentations: University of East Anglia / Centre for Competition Policy (5/11),
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)

2008 Presentations: UK Competition Commission (1/08), Oxford University (1/08),
University of Warwick (1/08), University of Virginia (3/08), Industrial
Organization Society (5/08), NBER Summer Institute, IO Group (6/08),
6th Workshop in Media Economics, Zurich (10/08), Network of Industrial Economics,

London (12/08)

2007 Presentations: University of Pennsylvania (Wharton, 3/07), ESMT (Berlin, 4/07),
Northwestern University (5/07), Bates White Antitrust/Merger Conference (6/07),
University of Wisconsin, Madison (10/07), Duke University (Fuqua, 11/07)

Conference Organization:

EARIE 2011: Scientific Committee, EARIE 2010: Scientific Committee,
Economics of Media Markets 2010: Scientific Committee, Triangle Applied
Micro Conference 2000: Organizer, Triangle
Applied Micro Conference 1999: Co-organizer

Last updated: October 2012