

Christopher M. Snyder

Curriculum Vitae

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Undergraduate Studies

B.A., summa cum laude, with honors, Economics and Mathematics, Fordham University, 1989.

Graduate Studies

Ph.D., Economics, Massachusetts Institute of Technology, 1994.

Fields: Industrial Organization, Econometrics, Microeconomic Theory, Public Finance.

Thesis committee:

Jean Tirole (Advisor)
Institute d'Economie Industrielle
Toulouse, France

Oliver Hart
Harvard University
Cambridge, Mass.

Richard Schmalensee
Massachusetts Institute of Technology
Cambridge, Mass.

Thesis title: "Buyers, Suppliers, Competitors: The Interaction Between a Firm's Horizontal and Vertical Relationships."

Honors, Fellowships, Grants

Center for Global Development grant for "The Optimal Design of Advanced Market Commitments for Vaccines," Principal Investigator, 2008, \$18,000.

Mellon Foundation grant for "Measuring the Impact of Digitization and Online availability on Journal Citations," Co-Principal Investigator (with Mark McCabe and Roger Schonfeld), 2006–2007, \$280,000.

NET Institute grant for “The Economics of Open Access Journals,” Co-Principal Investigator (with Mark McCabe), 2004, \$7,500.

Open Society Institute grant for “Access to Science: Exploring New Markets for Digital Journals,” Co-Principal Investigator (with Mark McCabe), 2004, \$113,000.

John M. Olin Fellowship for year of leave at the Stigler Center for Study of Economy and State, University of Chicago Graduate School of Business, 2003–2004.

George Washington University Facilitating Fund Grant, 2002–2003.

George Washington University Public Policy Research Scholar, 2002–2004.

Exemplary Conference Paper Award, Social Sciences Division, George Washington University, December 1998.

National Science Foundation Graduate Fellowship, 1989–1992.

Phi Beta Kappa, 1988.

National Science Foundation Research Experience for Undergraduates (REU) Fellowship, Summer 1988.

Fordham University Presidential Scholar, 1985–1989.

National Merit Scholarship, 1985.

Permanent Positions

Department of Economics, Dartmouth College. Full Professor, June 2005 to present. Undergraduate courses: game theory, law and economics, intermediate microeconomics, advanced microeconomic theory.

Department of Economics, George Washington University. Full Professor, June 2003 to June 2005. Associate Professor (with tenure), March 1999 to June 2003. Assistant Professor, August 1994 to March 1999. Graduate courses: two-course industrial organization sequence, two-course microeconomic theory sequence, contract theory. Undergraduate courses: industrial organization, intermediate microeconomics, honors intermediate microeconomics, law and economics.

Visiting/Temporary Positions

Expert Group, Global Alliance for Vaccines and Immunizations. Designed advanced market commitment to procure pneumococcus vaccine for developing countries, 2007.

John M. Olin Visiting Professor, Stigler Center for Study of Economy and State, University of Chicago Graduate School of Business, 2003–2004.

Consultant, World Bank, Summer 2002. Assessed prospects for coordination among developing countries in the procurement of pharmaceuticals.

Visiting Professor, Department of Economics, Massachusetts Institute of Technology, 2000–2001. Courses: undergraduate principles of microeconomics, law and economics.

Visiting Fellow, Research School of Social Sciences, Australian National University, Summer 1995 and Summer 2000.

Expert Witness, U.S. Department of Justice, Fall 2000.

Consultant, Center for Naval Analyses, October 1996 to October 1998. Analyzed Commercial Activities outsourcing program.

Instructor, Department of Economics, Massachusetts Institute of Technology, Spring 1994. Course: undergraduate intermediate microeconomics.

Teaching Assistant, Department of Economics, Massachusetts Institute of Technology, September 1992 to January 1994. Course: graduate industrial organization.

Journal Articles

“Countervailing Power in Wholesale Pharmaceuticals” (with Sara Fisher Ellison), accepted, *Journal of Industrial Economics*.

“Do Buyer-Size Discounts Depend on the Curvature of the Surplus Function? Experimental Tests of Bargaining Models” (with Bradley Ruffle and Hans-Theo Normann), *Rand Journal of Economics*, Autumn 2007, vol. 38, no. 3, pp. 747–767.

“The Generator in the Problem of Social Cost,” (with Rohan Pitchford), *Journal of Environmental Economics and Management*, July 2007, vol. 54, no. 1, pp. 49–67.

“Academic Journal Pricing in a Digital Age: A Two-Sided-Market Model” (with Mark McCabe), *The B.E. Journal of Economic Analysis & Policy* (Contributions), January 2007, vol. 7, no. 1, article 2.

“Bounding the Relative Profitability of Price Discrimination” (with David Malueg), *International Journal of Industrial Organization*, September 2006, vol. 24, no. 2, pp. 995–1011.

“Bundling Negotiations: An Efficiency Rationale for Multiproject Contact in Research Joint Ventures” (with Nicholas Vonortas), *Journal of Economic Behavior and Organization*, December 2005, vol. 58, no. 4, pp. 459–486.

“A Model of Academic Journal Quality, with Applications to Open-Access Journals” (with Mark J. McCabe), *American Economic Review Papers and Proceedings*, May 2005, vol. 95, no. 2, pp. 453–458.

“The Influence of Expert Reviews on Consumer Demand for Experience Goods: A Case Study of Movie Critics” (with David Reinstein), *Journal of Industrial Economics*, March 2005, vol. 53, no. 1, pp. 27–51.

“Dynamic Adjustment in the U.S. Higher Education Industry, 1955–1997” (with John Kwoka), *Review of Industrial Organization*, June 2004, vol. 24, no. 4, pp. 355–378.

“A Solution to the Hold-Up Problem Involving Gradual Investment” (with Rohan Pitchford), *Journal of Economic Theory*, January 2004, vol. 114, no. 1, pp. 88–103.

“Coming to the Nuisance: An Economic Analysis from an Incomplete Contracts Perspective” (with Rohan Pitchford), *Journal of Law, Economics, & Organization*, October 2003, vol. 19, no. 2, pp. 491–516.

“Collusion with Secret Price Cuts: An Experimental Investigation” (with Robert Feinberg), *Economic Bulletin*, March 2002, vol. 3, no. 6, pp. 1–11.

- “Vertical Foreclosure in Experimental Markets” (with Stephen Martin and Hans-Theo Normann), *Rand Journal of Economics*, Autumn 2001, vol. 32, no. 3, pp. 466–496.
- “Reducing Government Spending Through Privatization Competitions: A Study of the Department of Defense Experience” (with Robert Trost and R. Derek Trunkey), *Review of Economics and Statistics*, February 2001, vol. 83, no. 1, pp. 108–117.
- “Bidding Behavior in the Department of Defense’s Commercial Activities Competitions” (with Robert Trost and R. Derek Trunkey), *Journal of Policy Analysis and Management*, Winter 2001, vol. 20, no. 1, pp. 21–42.
- “Information Sharing and Competition in the Motor Vehicle Industry” (with Maura Doyle), *Journal of Political Economy*, December 1999, vol. 107, no. 6, pp. 1326–1364.
- “Bounding the Benefits of Stochastic Auditing: The Case of Risk-Neutral Agents,” *Economic Theory*, July 1999, vol. 14, no. 1, pp. 247–253.
- “The Role of Buyer Size in Bilateral Bargaining: A Study of the Cable Television Industry” (with Tasneem Chipty), *Review of Economics and Statistics*, May 1999, vol. 81, no. 2, pp. 326–340.
- “Loan Commitments and the Debt Overhang Problem,” *Journal of Financial and Quantitative Analysis*, March 1998, vol. 33, no. 1, pp. 87–116.
- “Why Do Larger Buyers Pay Lower Prices? Intense Supplier Competition,” *Economics Letters*, February 1998, vol. 58, no. 2, pp. 205–209.
- “Is No News Bad News? Information Transmission and the Role of Early Warning in the Principal Agent Model” (with Steven Levitt), *Rand Journal of Economics*, Winter 1997, vol. 28, no. 4, pp. 641–661.
- “A Dynamic Theory of Countervailing Power,” *Rand Journal of Economics*, Winter 1996, vol. 27, no. 4, pp. 747–769.
- “Negotiation and Renegotiation of Optimal Financial Contracts under the Threat of Predation,” *Journal of Industrial Economics*, September 1996, vol. 44, no. 3, pp. 325–343.

Edited Volumes

- Review of Industrial Organization* special issue for the 2005 International Industrial Organization Conference.
- Review of Industrial Organization* special issue for the 2004 International Industrial Organization Conference.
- Review of Industrial Organization* special double issue for the 2003 International Industrial Organization Conference.

Books

- Microeconomic Theory: Basic Principles and Extensions* (with Walter Nicholson), tenth edition, Thomson South-Western, 2008.
- Instructor’s Resources for Microeconomic Theory: Basic Principles and Extensions* (with Walter Nicholson), tenth edition, Thomson South-Western, 2008.

Intermediate Microeconomics and its Application (with Walter Nicholson), tenth edition, Thomson South-Western, 2006.

Instructor's Manual for Intermediate Microeconomics and its Application (with Walter Nicholson), tenth edition, Thomson South-Western, 2006.

Other Publications

“Corporate Crime” (with Wallace Mullin), forthcoming, *Criminal Law and Economics*, Nuno Garoupa (ed.), Edward Elgar.

“Countervailing Power,” *The New Palgrave Dictionary of Economics*, second edition, Steven N. Durlauf and Lawrence E. Blume, eds., Palgrave Macmillan, 2008. *The New Palgrave Dictionary of Economics Online*, Palgrave Macmillan, 2008, www.dictionarofeconomics.com/article?id=pde2008_C000538, doi:10.1057/9780230226203.0333.

“Introduction to the 2005 International Industrial Organization Conference Special Issue,” *Review of Industrial Organization*, February 2006, vol. 28, no. 1, pp. 1–2.

“Introduction to the 2004 International Industrial Organization Conference Special Issue,” *Review of Industrial Organization*, March 2005, vol. 26, no. 2, pp. 145–146.

“The Best Business Model for Scholarly Journals: An Economist’s Perspective,” *Nature*, Web Focus: Access to the Literature, July 16, 2004. Available online at <http://www.nature.com/nature/focus/accessdebate/archive.html>.

“Introduction to the 2003 International Industrial Organization Conference Special Issue,” *Review of Industrial Organization*, December 2003, vol. 23, no. 3–4, pp. 175–177.

“Analysis of DoD’s Commercial Activities Program” (with Robert Trost and R. Derek Trunkey), Center for Naval Analyses Research Memorandum no. 96–83, December 1996.

“Empirical Studies of Vertical Foreclosure,” *Industry Economics Conference Papers and Proceedings* (University of Melbourne and Bureau of Industry Economics), November 1995, vol. 95/23, pp. 98–127.

Papers under Review

“Corporate Crime: When Should Employees Be Targeted and their Indemnification Forbidden?” (with Wallace Mullin).

“The Economics of Open-Access Journals” (with Mark J. McCabe).

“Why Is There No AIDS Vaccine?” (with Michael Kremer).

Other Working Papers

“Vaccines: Integrated Economic and Epidemiological Models” (with Michael Kremer and Heidi Williams).

“Consumer Homing on Payment Cards: From Theory to Measurement,” (with Jonathan Zinman).

Professional Activities

Industrial Organization Society President 2006–2008. Vice President, 2004–2006. Board Member, 2002 to present.

Industrial Organization Society International Industrial Organization Conference Program Committee Co-Chair and Local Arrangements Co-Chair for 2004 IIOC (Chicago). Program Committee Co-Chair for 2003 IIOC (Boston). Member of the Program Committee for 2006 (Boston), 2007 (Savannah), and 2008 (Washington DC) conferences.

Review of Industrial Organization Associate Editor, 2002–2003 and 2004 to present. Co-Editor, 2003–2004. Editor for the International Industrial Organization Conference Special Issue published in 2003, 2004, and 2005.

International Journal of Industrial Organization Associate Editor, January 2000 to present.

Workshop: Economic Perspectives on Scholarly Communication in a Digital Age Organizer.

American Law and Economics Association Program Committee for 2007 conference (Cambridge, Mass.).

Sloan Industry Studies Affiliate Member. May 2007 to present.

Dartmouth College Mathematical Social Sciences Affiliated Professor 2006 to present.

George Washington University Research Program in Industry Economics and Policy Co-Director, 2001–2005. Member, 1999–2001.

George Washington University Institute for Public Policy Research Affiliate 2004–2005. Policy Research Scholar 2002–2004.

Refereeing *American Economic Review*, *B.E. Journal of Theoretical Economics*, *Eastern Economic Journal*, *Economica*, *Economic Journal*, *European Economic Review*, *European Journal of Political Economy*, *International Economic Review*, *International Journal of Industrial Economics*, *International Review of Law and Economics*, *Journal of Business*, *Journal of Economic Behavior and Organization*, *Journal of Economic Education*, *Journal of Economics and Management Strategy*, *Journal of Economic Theory*, *Journal of the European Economic Association*, *Journal of Industrial Economics*, *Journal of Labor Economics*, *Journal of Law*

and Economics, Journal of Law, Economics, and Organization, Journal of Political Economy, Journal of Public Economics, Managerial and Decision Economics, National Science Foundation, Oxford Economic Papers, Rand Journal of Economics, Review of Industrial Organization, Scandinavian Journal of Economics, Southern Economic Journal, various tenure and promotion cases.

Professional Societies American Economic Association, American Law and Economics Association, Econometric Society, Industrial Organization Society, Southern Economic Association.

Graduate Advising George Washington University Dissertation Advisor: David Osinski, Robert Choi, Günseli Baygan, Mariusz Sumlinski, Anna Ter-Martirosyan, Roger Alexander, Russell Tucker. George Washington University Dissertation Committee Member: Theresa Alafita, Julie Hay, Kevin Roth, Anthony Aylward (Finance), Hesuk Chun, Abdourahmane Sarr. George Washington University Dissertation Reader: Stephen St. Marie, Dana Stryk, Ali Gungor, Geoffrey Paulin, Katherine Gleason (Finance). Australian National University Dissertation Reader: Andrew Waite.

Dartmouth Undergraduate Advising Thesis Committee Member: Mukund Bhaskar (May 2006), Yue Ding, Arnold Engel, and Arielle Rodman (May 2007). Presidential Scholar Advisor: Jamie Bergeson-Bradshaw (2006-07), Owen Zidar (2006-07), Scot Parsley (2007-2008), Ella Kim (2007-2008).

Seminars and Conferences

2008 Joint MIT/Harvard Industrial Organization Workshop, International Industrial Organization Conference (Washington DC) “Internet and Agglomeration in Media” session.

2007 American Economic Association “Sanctions for Securities Fraud” panel, International Industrial Organization Conference “Law, Economics and Organization” session, Yale Department of Economics and School of Management joint Industrial Organization seminar, RAND Corporation Health seminar, Federal Communications Commission seminar, Mellon Foundation seminar, JSTOR seminar, Discrete Mathematics and Theoretical Computer Science (DIMACS) Game Theoretic Approaches to Epidemiology and Ecology workshop.

2006 Industrial Organization Society “Contracts and Organizations” session at the Allied Social Sciences Association meetings, Harvard University Law, Economics, and Organizations Workshop, International Industrial Organization Conference “Buyer and Countervailing Power” session, Santa Clara University Economics Lecture Series, N.B.E.R. Summer Institute on Law and Economics, Southern Economic Association Conference “Buyer Power,” “Drug Pricing I,” and “Drug Pricing II” sessions, Charles River Associates, Dartmouth College Economics Department seminar, Dartmouth College Social Psychology Research Interest Group workshop.

2005 American Economic Association “Competition in Academic Journals” session, American University Economics Department seminar, Georgetown University Microeconomic Theory workshop, University of Virginia Industrial Organization seminar, International Industrial Organization Conference “Academic Economics: Journals and Universities” session, NYU Stern Business School Economics seminar, George Washington University Development workshop. N.B.E.R. Summer Institute on Innovation and the Global

Economy, N.B.E.R. Summer Institute on Law and Economics, Dartmouth Applied Mathematics workshop, Bridgewater Capital recruit retreat keynote speaker, M.I.T. Industrial Organization workshop.

- 2004** Industrial Organization Society “Theory of Competition and Strategy” session at the Allied Social Sciences Association meetings, UCLA Pharmaceutical Economics and Policy seminar, Tuck School of Business and Dartmouth College Economics Department joint seminar, Northeastern University Economics Department seminar, Stanford University Graduate School of Business Applied Microeconomics workshop, University of Chicago Workshop in Applied Microeconomics, University of Chicago Graduate School of Business Workshop on the Theory of Organizations. International Industrial Organization Conference “Markets for Journals and Other Information Goods” and “Structure of Wholesale Transactions” sessions, Tulane University Economics Department seminar, Dartmouth College seminar, American Enterprise Institute “Sickness of the U.S. Vaccine Market” panel discussion, Michigan State University Economic Theory seminar.
- 2003** American Economic Association “Spatial Competition, Informational Cascades, and Demand Specification: Applications to Motion-Pictures Markets” and “Economics of Competition and Networks” sessions, International Industrial Organization Conference “Price Discrimination Theory” session (organizer and presenter), Econometric Society Summer Meetings “Price Dispersion, Price Discrimination, and Uncertainty” and “Incomplete Contracts and Hold-Up” sessions, N.B.E.R. Summer Institute on Health and Aging, M.I.T. Industrial Organization workshop, Northwestern University Kellogg School of Management seminar, University of Rochester Simon School of Business joint Economics and Management and Industrial Organization seminar, University of Toronto joint Business Economics and Industrial Organization seminar, Princeton University Institute for Advanced Study Economics seminar, IDEI and World Bank Institute conference on “Markets for Pharmaceuticals and the Health of Developing Nations” in Toulouse.
- 2002** American Economic Association “Contracts and Organizations” session (organizer and presenter), George Mason Interdisciplinary Center for Economic Science seminar, Duke Economics Department/Fuqua School/University of North Carolina joint seminar in Industrial Organization, Washington University Olin School of Business seminar, University of Wisconsin-Madison theory seminar, IAEN Barcelona Symposium on “The Economics of AIDS in Developing Countries,” Johns Hopkins University Microeconomics seminar, Fordham University Economics Department seminar, Fordham University Math Club presentation, Georgia Institute of Technology Department seminar, Southern Economics Association Conference “Industrial Organization Theory” session (organizer and presenter).
- 2001** M.I.T. Labor lunch workshop, Harvard/M.I.T. joint seminar in Industrial Organization, Stanford and Yale Law Junior Faculty Forum, Humboldt University Berlin Economics Department seminar, SUNY Stony Brook Game Theory Conference Contract Theory workshop, U.S. Department of Justice Antitrust Division seminar.
- 2000** American Economic Association “Research Joint Venture” session (organizer and presenter), University of New South Wales Faculty of Commerce and Economics Departmental Seminar, Australian National University Research School of Asian Pacific Studies seminar, Australian National University Research School of Social Sciences seminar, University of Adelaide Economics Department seminar, Economic Society of Australia Economics 2000 Conference keynote speaker, Tufts University departmental seminar, M.I.T. Theory lunch workshop.
- 1999** Industrial Organization Society “Empirical Approaches to Industrial Economics” session at the Allied Social Sciences Association meetings, Yale School of Management Applied Economics seminar, U.S. Department of Justice Antitrust Division seminar, Stanford Institute of Theoretical Economics “Theory of Contracts and Organizations” Workshop, University of Texas at Austin Microeconomics workshop, Texas A&M Industrial Organization workshop, University of Maryland Industrial Organization workshop, Southeastern Economic

Theory Conference “Contracts” session, University of Chicago Graduate School of Business Theory of Organizations workshop.

1998 Econometric Society Summer Meetings “Property Rights and Incomplete Contracts” and “Empirical Industrial Organization” sessions, Georgetown University Microeconomics seminar, Southern Economics Association Conference Microeconometrics session, University of Chicago Graduate School of Business Applied Microeconomics seminar, Columbia University Graduate School of Business Applied Economics seminar.

1997 Econometric Society Winter Meetings “Information Economics” session, American Economic Association “Industrial Organization” session, Harvard Law School Research Seminar in Law and Economics, Eastern Economic Association Meetings “Empirical Investigations in Industrial Organization” session, U.S. Department of Justice Antitrust Division seminar, University of Copenhagen Centre for Industrial Economics seminar, George Washington University Applied Microeconomics seminar, Federal Trade Commission Bureau of Economics seminar, George Washington University Economics Department seminar.

1996 Charles River Associates seminar, U. S. Census Bureau Center for Economic Studies seminar, Atlantic Economic Conference “Industry Studies” session, Southern Economic Association Conference “Topics in Microeconomics” and “Mergers and Collusion” sessions.

1995 University of Melbourne Industry Economics Conference keynote speaker, University of Virginia Economic Theory seminar, Massachusetts Institute of Technology Industrial Organization seminar.

1994 Georgetown Microeconomics seminar, Ohio State Mathematical Economics seminar.