

## Heski Bar-Isaac CV

Stern School of Business, New York University, Henry Kaufman Management Center, Economics Department, Suite 7-73, 44 West 4th Street,  
New York, NY 10012, Tel: 212-998-0533; Fax: 212-995-4218; email: [heski@nyu.edu](mailto:heski@nyu.edu)

### Current Position

2010 - Associate Professor (untenured), Department of Economics, Stern School of Business, New York University (affiliated appointment with Department of Economics, Faculty of Arts and Science, New York University)

### Visits and Previous Positions

Sep 2003 – Aug 2010 Assistant Professor, Department of Economics, Stern School of Business, NYU  
March – May 2011 Visiting Associate Professor, MIT Sloan  
March 2008 Economic Theory Centre/EDN, University of Melbourne  
May 2006 CEMFI  
Mar 2005 and 2006 Visiting Professor IGIER, Università Bocconi  
Sep 2002 – Aug 2003 Doctoral Visiting Fellowship, Center for Mathematical Studies in Economics & Management Science, Northwestern University  
Feb 2002 – Jun 2002 Visiting Department of Economics, Harvard University  
Oct 2001 – Jan 2002 Visiting Eitan Berglas School of Economics, Tel Aviv University as part of the European Doctoral Program  
Nov 1999 – Oct 2001 Research Assistant at the Financial Markets Group, London School of Economics)

### Education

1999 - 2004 PhD LSE, "Reputation and professional services: survival, teams and incentives"  
(supervisors: Margaret Bray and Leonardo Felli; examiners: Chris Harris and John Moore)  
1995 -1997 MSc in Econometrics and Mathematical Economics, LSE, and preliminary year (both with distinction)  
1992 - 1995 BA in Mathematics, New College, Oxford University.

### Other Experience

Jan 1998 - July 1999 Consultant, Oxford Economic Research Associates Ltd, an economics consultancy, primarily working on utility regulation  
Aug 1997 - Dec 1997 Volunteer with Inter-Cultural Youth Exchange teaching basic accounting skills for a micro-lending agency (FUNDECOMUN) in Tegucigalpa, Honduras

### Publications (inc. Forthcoming)

1. Information Gathering Externalities in Product Markets (with Guillermo Caruana and Vicente Cuñat), *Journal of Industrial Economics*, forthcoming.
2. Search, Design, and Market Structure (with Guillermo Caruana and Vicente Cuñat), *American Economic Review*, forthcoming.
3. Credit Ratings Accuracy and Analyst Incentives (with Joel Shapiro), *American Economic Review, Papers and Proceedings*, May 2011, Vol. 101:3, 120–124.
4. Information Gathering and Marketing (with Guillermo Caruana and Vicente Cuñat) *Journal of Economics, Management and Strategy*, Volume 19, Number 2, Summer 2010, 375–401.
5. Interrogation Methods and Terror Networks (with Mariagiovanna Baccara) *Mathematical Methods in Counterterrorism* eds N. Memon, J. D. Farley, D. L. Hicks, and T. Rosenorn, 2009, Springer, 271-290.

6. Breadth, Depth and Competition, *Economics Letters*, (May 2009), Volume 103(2), 110-112.
7. How to Organize Crime (with Mariagiovanna Baccara) *Review of Economic Studies*, 2008, Volume 75(4), 1039–1067.
8. Recruitment, Training, and Career Concerns (with Juanjo Ganuza), *Journal of Economics and Management Strategy*, 2008, Volume 17(4), 839-864.
9. Seller Reputation (with Steve Tadelis), *Foundations and Trends in Microeconomics*, 2008, Volume 4:4, 273-351.
10. Something to Prove: Reputation in Teams, *RAND Journal of Economics*, (Summer 2007), Volume 38(2), 495-511.
11. Imperfect Competition and Reputational Commitment, *Economics Letters*, (November 2005), Volume 89(2), 167-173.
12. Reputation and Survival: Learning in a Dynamic Signalling Model, *Review of Economic Studies*, (April 2003), Volume 70(2), 231-251.

### Working Papers

13. Exclusionary Minimum Retail Price Maintenance (with John Asker)
14. Long-term Debt and Hidden Borrowing (with Vicente Cuñat)
15. Ratings Quality over the Business Cycle (with Joel Shapiro)
16. Specialized Careers (with Johannes Hörner)
17. Transparency, Career Concerns, and Incentives for Acquiring Expertise

### Selected Work in Progress

Human Capital and Information Management (with Ian Jewitt and Clare Leaver)

What shapes reputation? (with Joyee Deb)

### Teaching Experience

#### NYU

2003-	Firms and Markets (MBA, Stern, NYU) to Full-time, Langone and Executive Sections (7.0, 6.5, 6.0, 6.1, 6.1 and 6.8 on a 7-point scale in evaluations over last three years for “overall evaluation of this instructor”)
2006-2008, 2009-10	Industrial Organization (PhD) (6.8 in 2010, 6.0 in 2009)
2011 (Spring)	Independent Study Course: “Topics in Applied Microeconomic Theory: Life inside Organizations and Industrial Organization”
2003-2006	New Research in Economic Theory (PhD reading group)
PhD committees	Cristi Deszo (2006, Cornerstone), David Ross (2007 Columbia GSB), Sergio Vicente (ongoing, main advisor)
MSc thesis	Surafel Getachew (SCPS, April 2009) short-listed for “Best Thesis Award”

### Outside NYU

Mar-May 2011	Game Theory for Strategic Advantage (MBA, MIT Sloan) (4.4/5 “I would recommend this professor to other students”)
2005, 06 (March)	Mini-course in Game Theory (undergraduate, DIEM program Bocconi)
2003 (Summer)	Microeconomics (MBA, Kellogg, Northwestern University)
2000-2001	Economics of Industry (classes, final year undergraduate, LSE)
1999-2001	Microeconomic Principles I (classes, intermediate undergrad, LSE), Quantitative Methods for Economists, Advanced Mathematical Methods (classes, undergrad, LSE)

### Other Service

#### NYU

2008 -	Co-organizer of New York Commuter Industrial Organization Workshop (aka NYU IO Day)
2003 -	Faculty recruitment
2003 -	PhD admissions
2010 -	Stern PhD oversight committee
2010-	Stern PhD funding committee
2003-2006	Coordinator of the Industrial Organization Seminar
2006-2009	Founder/Coordinator Friday work-in-progress “Not-A-Seminar-Series”

#### Outside NYU

2011 -	Co-Editor, <i>International Journal of Industrial Organization</i>
2009 -	Associate Editor, <i>Economic Journal</i>
2009 - 2011	Associate Editor, <i>International Journal of Industrial Organization</i>
2010	Organizer of Special Session at Royal Economic Society Conference
2011	Scientific Committee for European Association for Research in Industrial Economics (EARIE) 2011 (Stockholm, Sep 2011)
2009	Program Committee for the International Industrial Organization Conference (Boston, April 2009)
2009	Referee European Finance Association, 2009

### Awards/Grants

2011	Excellence in Refereeing Award, American Economic Review (for 2010)
2010	Excellence in Refereeing Award, American Economic Review (for 2009)
2009	NET Institute Summer Grant
2005	Best Corporate Finance paper, Spanish Finance Association (with V. Cuñat)
2005	Young Economist Award, European Economics Association (with M. Baccara)
2001	Departmental teaching prize, LSE Economics Department
2000-2002	ESRC studentship 2000-2002
1999-2000	LSE Economics Department award
1995-1997	ESRC postgraduate training award
1993-95	Scholar at New College, Oxford

### Referee Activity

*American Economic Journals: Microeconomics, American Economic Review, ANR (French Research Agency), B.E. Journal of Theoretical Economics, Comparative Economic Studies, Defense and Peace Economics, Econometrica, Economic Inquiry, Economic Journal, Economic Theory, European Economic Review, Games and Economic Behavior, Information Economics and Policy, International Economic Review, International Journal of Industrial Organization, Japan and the World Economy, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of Economic Theory, Journal of Economics and Finance, Journal of Economics and Management Strategy, Journal of the European Economic Association, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of Labor Economics, Journal of Law, Economics, and Organization, Journal of Political Economy, Labour Economics, Management Science, National Science Foundation, Oxford University Press, Pearson, Quarterly Journal of Economics, RAND Journal of Economics, Research Council (AuL), Research Grants Council (Hong Kong), Review of Economic Studies, Review of Industrial Organization, Scandinavian Journal of Economics, and Theoretical Economics*

## Presentations (Conferences, Seminars etc)

Society of Economic Dynamics (July 2000, San Jose, Costa Rica); Spring Meeting of Young Economists (April 2001, Copenhagen, Presenter and Discussant); LSE Research Lab Opening (July 2001, London, Discussant); Econometric Society European Meetings (August 2001, Lausanne); European Doctoral Program Jamboree (April 2002, Paris); Econometric Society NASM (June 2002, Los Angeles, Presenter and Discussant); European Doctoral Program Jamboree (November 2002, London); LSE (2002); Kellogg (2002); Nuffield College, Oxford (2002); Kellogg (2003); Stern (2003); Toronto (2003); Princeton (2003); U Penn (2003); Wisconsin-Madison (2003); UC Berkeley (2003); Rochester (2003); Symposium on Online Reputation Mechanisms (May 2003, Cambridge, MA); CEPR/IDEI workshop *The Economics of Personnel and Organization* (May 2003, Toulouse, Discussant); Georgetown (2004); Université de Montréal (2004); Carnegie Mellon (2004); IIOC (April 2004, Chicago, Presenter and Discussant); Third Oxford Financial Research Summer Symposium (June 2004); ESSET (July 2004, Gerzensee); Olin (2004); FMG Research Students: a Retrospective (November 2004, London); Columbia GSB (2005); Bocconi (2005); INSEAD (2005); UCLA (2005); ESSET (July 2005, Gerzensee); ESSFM (July 2005, Gerzensee); Econometric Society World Congress (August 2005, London); NY IO Day (September 2005, NYC); USC Marshall (2005); Tel Aviv (2005); Bocconi (2006); IIOC (April 2006, Boston, Presenter and Discussant); Kellogg (2006); NET Institute (April 2006, New York, Discussant); CETC (May 2006, Toronto); CEMFI (2006); Southampton (2006); Nuffield College, Oxford (2006); Toulouse (2006); Université de Cergy-Pontoise (2006); Paris-Jourdan School of Economics (2006); The 3rd Conference on Mathematical Methods in Counterterrorism (Sep 2006, DC); Cooperation and Conflict (Nov 2006, Chicago); AEA (Jan 2007, Chicago); Utah Winter Business Economics Conference (March, 2007); Autònoma de Barcelona (March, 2007); IIOC (April 2007, Savannah, Presenter and Discussant); Chicago GSB (April 2007); Technion (May, 2007); UCL (May, 2007); Econometric Society NASM (June 2007, Raleigh/Durham); EARIE (September 2007, Valencia); 6th Annual Duke-Northwestern-Texas IO Theory Conference (Oct 2007, Duke); Michigan State University (February 2008); Melbourne (March 2008); Sydney (March 2008); SUNY Albany (April 2008); UC San Diego (April 2008); USC-Marshall (April, 2008); NET Institute (April, 2008, Discussant); Issues in Executive Compensation (May 2008, NYC, Discussant); Society of Labor Economists (May 2008, NYC); IIOC (May 2008, Washington DC, Presenter and Discussant); Spring Workshop in Economic Theory (May 2008, Brown, Discussant); Workshop on the Economics of Advertising and Marketing (June 2008, Frankfurt); Munich (June 2008); GAMES 2008 (Evanston, July 2008); Hong Kong University of Science and Technology IO mini-conference (July 2008, Hong Kong); Johnson School, Cornell (Sep 2008); Maryland (Oct 2008); Berkeley (Oct 2008); Haas, Berkeley (Oct 2008); Oregon (Oct 2008); Cambridge (Nov 2008); Toulouse (Nov 2008); Oxford (Nov 2008); London Business School (Dec 2008); Said Business School (Dec 2008); Harvard Business School (Dec 2008); Essex (Jan 2009); Rutgers (Feb, 2009); Fuqua, Duke (Feb 2009); IIOC (April 2009, Boston, Presenter and Discussant); Princeton (April 2009); Indiana (May 2009); Stanford GSB (May 2009); Canadian Economic Theory Conference (May 2009, Toronto); Econometric Society NASM (June 2009, Boston); Workshop on the Economics of Advertising and Marketing (June 2009, Cergy-Pontoise, Presenter and Discussant); Madrid Summer Workshop in Economic Theory (June 2009, Madrid); Cowles Economic Theory (June 2009, Newhaven); University of Pennsylvania (Sep 2009); 8th Annual Duke-Northwestern-Texas IO Theory Conference (Nov 2009, Northwestern, discussant); FTC-Northwestern Microeconomics Conference (Nov 2009, Washington DC, discussant); UCLA Anderson (Dec, 2009); Erasmus University Rotterdam (Dec, 2009); Conference on search and switching costs (Dec 2009, Groningen); Econometrics Society North American Winter Meeting (Jan 2010, Atlanta, invited presentation); University of Virginia (Feb 2010); Columbia GSB (February 2010); Tel Aviv University (March 2010); Hebrew University (March 2010); NET Institute (April 2010, New York); Department of Justice (April 2010); Canadian Economic Theory Conference (May 2010, Montreal); Searle Research Symposium on The Economics and Law of Internet Search (June 2010); Conference on Social Networks (June 2010, Bristol); London School of Economics, Managerial Economics and Strategy Group (June, 2010); Universitat Pompeu Fabra (June, 2010); Summer Institute in Competitive Strategy SICS 2010 (July 2010, Berkeley); Econometric Society World Congress (August 2010; Shanghai); Yale School of Management, Marketing (Sep 2010); Simon School Rochester (Sep 2010); Haas, Berkeley (Oct, 2010); 3rd FTC-Northwestern Microeconomics Conference (Nov 2010, Washington DC); Kellogg School of Management, Northwestern University (Dec 2010); American Economic Association (Jan 2011, Denver, Discussant); Mannheim (March, 2011); MIT (April, 2011); Ohio State University (May 2011); Bates-White Antitrust conference (June 2011, DC, invited participant); Second Annual Conference on Internet Search and Innovation (June 2011, NWU, invited participant); USC Marshall (Sep 2011) scheduled; Fourth Annual Conference on Antitrust Economics and Competition Policy (Sep 2011, NWU) scheduled; Sauder School of Business, UBC (Oct, 2011) scheduled