**HARBORNE W. STUART, JR.**
NYU Stern School of Business
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## ACADEMIC EXPERIENCE

2008 - Visiting Professor, NYU Stern School of Business
2007 - 2008 Visiting Associate Professor, MIT Sloan School of Management
1999 - 2007 Associate Professor, Columbia Business School
1992 - 1999 Assistant Professor, Harvard Business School

## EDUCATION

1992 Ph.D. in Decision Sciences, Harvard University
1988 M.S. in Engineering Sciences, Harvard University
1978 B.A. in Mathematics, Harvard University

## RESEARCH INTERESTS

Development of business theory using game-theoretic approaches. Research includes the further development of "interactive decision theory," which takes strategic uncertainty as the primary focus, and "added value theory," which studies businesses as the central players in economic value creation. Application of the research is principally to the fields of strategy, negotiation, and operations.

## PUBLICATIONS

### Research Papers

"Creating Monopoly Power," *International Journal of Industrial Organization*, 25, 2007, 1011-1025.

"Buyer Symmetry in Monopoly," *International Journal of Industrial Organization*, 25, 2007, 615-630.

"Biform Analysis of Inventory Competition," *Manufacturing & Service Operations Management*, 7:4, 2005, 347-359.

"Efficient Spatial Competition," *Games and Economic Behavior* 49, 2004, 345-362.

"Surprise Moves in Negotiation," *Negotiation Journal*, April, 2004, 239-251.

"Common Belief of Rationality in the Finitely Repeated Prisoner's Dilemma," *Games and Economic Behavior* 19, 1997, 133-143.

"The Supplier-Firm-Buyer Game and Its M-sided Generalization," *Mathematical Social Sciences* 34, 1997, 21-27.

With Adam Brandenburger, "Biform Games," *Management Science*, 53, 2007, 537-549.

With Adam Brandenburger, "Value-based Business Strategy," *Journal of Economics and Management Strategy* 5:1, 1996, 5-24.

With Hu Hong, "An Epistemic Analysis of the Harsanyi Transformation," *International Journal of Game Theory*, 30:4, 2001, 517-525.

**Chapters, Cases, Teaching Materials, and Course Guides**

"Cooperative Games and Business Strategy," in K. Chatterjee and W. F. Samuelson, eds., *Game Theory and Business Applications*, Kluwer, Boston/Dordrecht/London, 2001.

"Pricing for Profit: The UK Credit Card Industry in the Late 1980s (A) - (D)," Harvard Business School cases 9-897-168 through 9-897-171 (1997).

"Credit Card Pricing," Harvard Business School case 9-895-025 (1994).

With Adam Brandenburger and Barry Nalebuff, "A Bankruptcy Problem from the Talmud," Harvard Business School case 9-795-087 (1995).

With Adam Brandenburger, "Harnischfeger Industries: Portal Cranes," Harvard Business School case 9-391-130 (1991).

With Scott Borg and Adam Brandenburger, "An Introduction to Business-Centered Economics."

With Arthur Schleifer and Patrick Sileo, "Quantitative Methods."

**COURSES TAUGHT**

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|---|---|
| NYU STERN | Game Theory; Negotiation; Strategy |
| MIT SLOAN | Strategic Management |
| COLUMBIA BUSINESS SCHOOL | Managerial Negotiations; Operations Management; Operations Strategy |
| HARVARD BUSINESS SCHOOL | Competition and Strategy; Data, Decisions, and Negotiations; Economics of Markets; Economics of Strategy; Managerial Economics; Quantitative Methods |

**WORK EXPERIENCE**

1983-1987 ALPHA INDUSTRIES, INCORPORATED, Woburn, MA.
*Systems Manager*, Corporate MIS Department. Developed information system strategy for a 60 million dollar manufacturer of microwave components. Expanded department capabilities to provide management support to operating divisions. Hired a staff of business analysts to identify operating problems solvable by improved procedures or information. Directed programmers in the development of new systems. Managed the implementation of various manufacturing, accounting, and control systems.

1979-1983 DYNAMICS RESEARCH CORPORATION, Wilmington, MA.
*Systems Analyst/Administrator*, Systems Division. Designed and implemented planning and control systems for the management of the Systems Division.

1978-1979 COMPOSITE ENGINEERING, INCORPORATED, Winchester, MA.
*Parts Manager*. Managed staff of assemblers producing component parts for products made of composite materials.