

# **BENJAMIN R. SHILLER**

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## **ACADEMIC POSITIONS**

2012 - Present Assistant Professor of Economics, Brandeis University

7/1/2016  
12/31/2016 Visiting Scholar, Harvard Business School

2011-2012 Visiting Fellow in Economics of Digitization and Copyright Program, National Bureau of Economic Research

## **EDUCATION**

2011 Ph.D., Applied Economics, The Wharton School, University of Pennsylvania

2004 B.A., Economics, Brandeis University

## **RESEARCH PAPERS**

“Proprietary Tracking Data, Moral Hazard, and Competition: An Application to Telematics in Auto Insurance” (with Imke Reimers)

“First Degree Price Discrimination Using Big Data”

*Policy Impact:* Cited by a [White House Policy Report](#)  
*Press Coverage:* [The Atlantic](#), Twice by *Forbes* ([one](#) and [two](#)), [The Washington Post](#), [The Guardian](#), [The American Prospect](#), and [The New Economy](#).

“How Effective Are Car Salesmen? An Empirical Analysis of the Effectiveness of Price Discrimination Based on Unmeasured Consumer Traits” (with Shuran Zhang)

## **PUBLISHED AND FORTHCOMING PAPERS**

[“The Effect of Ad Blocking on Website Traffic and Quality?”](#) (with Joel Waldfogel and Johnny Ryan), *RAND Journal of Economics* 49(1), 43-63.

(Previously circulated under the title: “Will Ad Blocking Break the Internet?”)

*Press Coverage:* [VOX EU](#), [Business Insider](#).

“Digital Downloads and the Prohibition of Resale Markets for Information Goods,” *Quantitative Marketing and Economics*, 11(4), 403-435.

“The Challenge of Revenue Sharing with Bundled Pricing: An Application to Digital Music” (with Joel Waldfogel), *Economic Inquiry*, 51(2), 1155-1165.

“Music for a Song: An Empirical Look at Uniform Song Pricing and its Alternatives” (with Joel Waldfogel), *Journal of Industrial Economics*, 59(4), 630-660.

Press Coverage: [The Economist](#), [VOX EU](#)

### **WORK IN PROGRESS**

### **OTHER WRITTEN WORK**

The Internet and the Economy - An Overview, Handout, *NBER Economics of Digitization Preconference*, June 2011.

### **PRESENTATIONS (INCLUDES SCHEDULED)**

- 2018            (*Conferences*) 10th Paris Conference on Digital Economics, Casualty Actuarial Society’s Ratemaking, Product and Modeling (RPM)
- 2017            (*Invited Seminars*) eBay  
(*Conferences*) NBER (Economics of Digitization), NBER (Productivity), International Industrial Organization Conference, ZEW Conference on the Economics of Information and Communication Technologies
- 2016            (*Invited Seminars*) Harvard Business School (Digital Seminar), Massachusetts Institute of Technology (IO), International Industrial Organization Conference (FTC Invited Session),
- 2015            (*Invited Seminars*) Boston University (Microeconomics Seminar)
- 2014            (*Invited Seminars*) Boston College (Economics), Columbia University (IO Organizations and Strategy), Federal Trade Commission, Harvard Business School, Harvard (Technology in Government/Topics in Privacy), Northeastern University (Economics)  
(*Conferences*) International Industrial Organization Conference, NBER Summer Institute (Digitization), North American Productivity Workshop VIII, North American Summer Meetings of Econometric Society
- 2013            (*Invited Seminars*) MIT Sloan School of Management, NBER Productivity Seminar  
(*Conferences*) International Industrial Organization Conference, Workshop on Information Systems and Economics
- 2012            (*Invited Seminars*) Boston College, Microsoft Research New England, NBER

Productivity Seminar

2011 (Invited Seminars) Brandeis University, Carnegie Mellon (Heinz College), Georgia Institute of Technology, U.C.L.A.  
(Conferences) NBER Summer Institute (Digitization)

**PANELS/ADVISORY DISCUSSIONS**

Academic Expert for *Consumer Data Privacy Bill of Rights Privacy Policy Discussion*, Council of Economic Advisors and Office of Science and Technology Policy, The White House (Feb 9, 2015)

HUMAN Project Measurement and Technology Advisor Council Member (2014 - Present)

National Association of Recording Merchandizers: *The Continuing Digital Evolution of the First Sale Doctrine* (2012).

**HONORS AND AWARDS**

2016 Best Reviewers - International Journal of Industrial Organization  
2009 Russell Ackoff Doctoral Fellowship  
2007 Amy Morse Prize (Best 2<sup>nd</sup> Year PhD Student)

**TEACHING**

Doctoral: *Empirical Industrial Organization*

Undergraduate: *Industrial Organization, Intermediate Microeconomics*

**GUEST LECTURES**

Doctoral: MIT Sloan (Brynjolfsson's class), Boston College Economics (Michael Grubb's class)

Masters: Carnegie Mellon (Marketing Club)

**PROFESSIONAL SERVICE**

Referee: RAND Journal of Economics, Marketing Science, Management Science, Journal of Business & Economic Statistics, Journal of Industrial Economics, International Journal of Industrial Organization, Journal of Economics and Management Strategy, Management Information Systems, Review of Industrial Organization, Information Economics and Policy, Information Systems Research, International Journal of Research in Marketing, Journal of Cultural Economics, Journal of Economic Education

Discussant: NBER Summer Institute (Digitization) (twice), NBER Winter Meeting (Economics of Digitization) (twice), Searle Center Research Roundtable on the Law and Economics of Digital Markets, Harvard's Digital Initiative Discussion & Symposium (DIDS), Workshop on Information Systems and Economics (twice), IOOC (6 times), ZEW Conference on the Economics of Information and Communication Technologies

Co-organizer, Economics Department Seminar, Brandeis University 2013-2014, and 2015-2016

Doctoral Committee Member for the Quinquennial Review of the Business and Public Policy

Department at the Wharton School of the University of Pennsylvania

Wharton Doctoral Committee Student Representative

The Wharton School's Representative in the Graduate and Professional Student Assembly  
Representative, University of Pennsylvania

**COMPUTER LANGUAGES:** C, LaTeX, MATLAB, STATA, (and limited knowledge of:) Java, Perl,  
Python