

Benjamin R. Shiller

Updated March 25, 2021

Email: shiller@brandeis.edu

Phone: (781) 736-5205

Office: Sachar 209b

Webpage: <https://benjaminshiller.com>

Citizenship: USA

Employment

Assistant Professor of Economics, Brandeis University 2012-Present

Visiting Scholar, Harvard Business School Fall 2016

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

Mathematica Policy Research 2004-2005

Education

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

B.A., Brandeis University 2004

Working Papers

Optimized Sticky Personalized Pricing

Are Coarse Ratings Fine? Application to Crashworthiness Ratings' Format with Siqi Liu and Bhoomija Ranjan

Offline Firm Exit and Online Prices with Leshui He and Imke Reimers

Publications

Approximating Purchase Propensities and Reservation Prices from Broad Consumer Tracking, *International Economic Review*, 2020

Previously circulated under the title: "First Degree Price Discrimination Using Big Data"

Policy Impact: Cited in a [White House Policy Report](#)

Press Coverage: [The American Prospect](#), [The Atlantic](#), [The Conversation](#), Forbes (one and two), [The Guardian](#), [The New Economy](#), [The Washington Post](#)

The Impacts of Telematics on Competition and Consumer Behavior in Insurance with Imke Reimers, *The Journal of Law and Economics*, 2019

The Effect of Ad Blocking on Website Traffic and Quality with Joel Waldfogel and Johnny Ryan, *The RAND Journal of Economics*, 2018

Previously circulated under the title: "Will Ad Blocking Break the Internet?"

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

Digital Distribution and the Prohibition of Resale Markets for Information Goods, *Quantitative Marketing and Economics*, 2013

The Challenge of Revenue Sharing with Bundled Pricing: An Application to Digital Music with Joel Waldfogel, *Economic Inquiry*, 2013

Music for a Song: An Empirical Look at Uniform Song Pricing and its Alternatives, with Joel Waldfogel, *The Journal of Industrial Economics*, 2011
Press Coverage: [The Economist](#) – [Economic Focus](#), [VOX EU](#)

Other Writing

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

Presentations (incl. scheduled)

- 2021 (Seminars) University of Maryland
(Conferences) Boston Conference on Markets and Competition
- 2020 (Seminars) NBER Productivity Seminar
(Conferences) International Industrial Organization Conference (Canceled due to COVID-19)
(Discussant) FTC Microeconomics Conference
- 2018 (Conferences) 10th Paris Conference on Digital Economics, Casualty Actuarial Society's Ratemaking Product and Modeling, CRESSE Conference
(Discussant) CRESSE Conference, Economics of Digitization (NBER/Stanford), Harvard's Digital Initiative Discussion & Symposium (DIDS), International Industrial Organization Conference, NBER Summer Institute (Economics of Digitization)
- 2017 (Seminars) eBay Research
(Conferences) Economics of Digitization (NBER/Stanford), International Industrial Organization Conference, NBER Productivity Seminar, ZEW Conference on the Economics of Information and Communication Technologies
(Discussant) International Industrial Organization Conference, NBER Summer Institute (Economics of Digitization), ZEW Conference on the Economics of Information and Communication Technologies
- 2016 (Seminars) Harvard Business School (Digital Seminar), Massachusetts Institute of Technology (IO)
(Conferences) International Industrial Organization Conference (FTC Invited Session)
(Discussant) International Industrial Organization Conference
- 2015 (Seminars) Boston University (Microeconomics Seminar)

2014	<p>(<i>Seminars</i>) Boston College (Economics), Columbia University (IO Organizations and Strategy), Federal Trade Commission, Harvard Business School (Digital Initiative), Harvard (Technology in Government/Topics in Privacy), Northeastern University (Economics)</p> <p>(<i>Conferences</i>) International Industrial Organization Conference, NBER Summer Institute (Digitization), North American Productivity Workshop VIII, North American Summer Meetings of Econometric Society</p> <p>(<i>Discussant</i>) Economics of Digitization (NBER/Stanford), Searle Roundtable on the Law and Economics of Digital Markets, International Industrial Organization Conference</p>						
2013	<p>(<i>Seminars</i>) MIT Sloan School of Management, NBER/Boston University (Productivity Seminar)</p> <p>(<i>Conferences</i>) International Industrial Organization Conference, Workshop on Information Systems and Economics</p> <p>(<i>Discussant</i>) International Industrial Organization Conference, Workshop on Information Systems and Economics</p>						
2012	<p>(<i>Seminars</i>) Boston College, Microsoft Research New England, NBER Productivity Seminar</p> <p>(<i>Discussant</i>) NBER Summer Institute (Economics of Digitization)</p>						
2011	<p>(<i>Seminars</i>) Brandeis University, Carnegie Mellon (Heinz College), Georgia Institute of Technology, University of California – Los Angeles</p> <p>(<i>Conferences</i>) NBER Summer Institute (Economics of Digitization)</p>						
Panels/Advisory	<p>Academic Expert for Consumer Data Privacy Bill of Rights Policy Discussion, at the Eisenhower Executive Office Building, The White House (Feb 9, 2015)</p> <p>HUMAN Project Measurement and Technology Advisory Committee Council Member (2014 - 2017)</p> <p>National Association of Recording Merchandisers: The Continuing Digital Evolution of the First Sale Doctrine (2012)</p>						
Honors/Awards	<table border="0" style="width: 100%;"> <tbody> <tr> <td style="color: blue;">Referee Award - International Journal of Industrial Organization</td> <td style="text-align: right;">2016</td> </tr> <tr> <td>Russel Ackoff Doctoral Fellowship</td> <td style="text-align: right;">2009</td> </tr> <tr> <td>Amy Morse Prize</td> <td style="text-align: right;">2007</td> </tr> </tbody> </table>	Referee Award - International Journal of Industrial Organization	2016	Russel Ackoff Doctoral Fellowship	2009	Amy Morse Prize	2007
Referee Award - International Journal of Industrial Organization	2016						
Russel Ackoff Doctoral Fellowship	2009						
Amy Morse Prize	2007						
Teaching	<p>Empirical Industrial Organization (Ph.D.)</p> <p>Applied Methods II (Ph.D.)</p> <p>Intermediate Microeconomics (undergraduate)</p> <p>Industrial Organization (undergraduate)</p> <p>Doctoral Seminar Series (Ph.D.)</p>						

Guest Lectures	MIT – Sloan (Ph.D.) Boston College – Economics (Ph.D.) Carnegie Mellon – Marketing Club (MBA)
Professional Service	<p>(<i>Referee</i>) American Economic Journal: Economic Policy, American Economic Review, Economic Letters, European Economic Review, Information Economics and Policy, Information Systems Research, International Journal of Industrial Organization, International Journal of Research in Marketing, Journal of Political Economy, Journal of Business & Economic Statistics, Journal of Economics and Management Strategy, Journal of Industrial Economics, Journal of Marketing Research, Journal of Risk and Insurance, Management Information Systems, Management Science, Marketing Science, National Science Foundation, RAND Journal of Economics, Review of Industrial Organization</p> <p>(<i>Co-organizer</i>), Economics Department Seminar, Brandeis University 2013-2014, and 2015-2016</p> <p>(<i>Member</i>), Faculty Search Committee: Economics/Computer Science joint position (2019-2020), Faculty Search Committee: Marketing (2018)</p>
Skills	(<i>Programming</i>) MATLAB, Python, STATA, C, LaTeX
Personal	<p>Wife: Laurie Gray, M.D. (Psychiatry)</p> <p>Three children (2014, 2016, 2019)</p>
Other interests	Soccer