

NATHAN LARSON

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Date of Birth: 10 August 1974
Nationality: USA

EDUCATION

PhD in Economics, Massachusetts Institute of Technology (2001).
Title: *Essays in Equilibrium Selection*.
B.S. in Physics, B.A. in Economics, Duke University (1996), *summa cum laude*.

WORK HISTORY

Academic

2013 – Assistant Professor, Department of Economics, American University

2006 – 2013 Assistant Professor, Department of Economics, University of Virginia

2003 – 2006 Faculty Research Associate, Center for Electronic Markets and Enterprise, University of Maryland

2001 – 2003 Research Fellow, ESRC Centre for Economic Learning and Social Evolution (ELSE), University College London

1998 – 2001 Lecturer and Teaching Assistant, MIT

Non-academic

2001 – 2003 Part-time consultant, National Economic Research Associates (NERA)

RESEARCH

Publications

Strategic Delay in Global Games, B.E. Journal of Theoretical Economics, forthcoming.

Inertia in Social Learning from a Summary Statistic, Journal of Economic Theory, 2015, Vol. 159, 596-626. (Previously circulated as *In with the New or Out with the Old: Bottlenecks in Social Learning*)

Personalized Pricing and Advertising: An Asymmetric Equilibrium Analysis, with Alicia Baik and Simon Anderson, Games and Economic Behavior, 2015, Vol. 92, 53-73.

Explaining Deviations from Equilibrium in Auctions with Avoidable Fixed Costs (with Wedad Elmaghraby), Games and Economic Behavior, 2012, 76(1), 131-159.

Niche Products, Generic Products, and Consumer Search, Economic Theory, 2011, September, 1-40.

No-Trade in the Laboratory, with Marco Angrisani, Antonio Guarino, and Steffen Huck, B.E. Journal of Theoretical Economics (Advances), 2011, Vol. 11, Issue 1, Article 9.

Private Value Perturbations and Informational Advantage in Common Value Auctions, Games and Economic Behavior, 2009, vol. 65(2), pp 430-460.

Match Choice and Ghettoization in Evolutionary Games, Journal of Economic Theory, 117 (2004).

Publications outside economics

Bid-Based Approach for Pricing Web Service (with Inbal Yahav and Avigdor Gal), Proceedings of the 14th International Conference on Cooperative Information Systems (CoopIS 2006), 2006, pp 360-376.

Papers Under Revision

Adoption of Water-Saving Technology in Agriculture: The Case of Laser Levelers (with Sheetal Sekhri), revision submitted at Water Resources and Economics

Clustering on the Same News Source in an Asset Market (previously circulated as *On the Concentration of Information in Equilibrium*), revision requested at the Journal of Financial Markets

Working Papers

Paid to Order: Poaching and Retaining Customers with Personalized Discounts (with Alicia Baik and Simon Anderson).

Word-of-Mouth Recommendations and Discounts in Consumer Search

Network Security

Dynamic Viral Marketing on a Social Network

The Effect of Mergers, Divestitures, and Board Composition on CEO Compensation Before and After the Financial Crisis (with Ralph Sonenshine and Mike Cauvel),

Joint Bidding in Common Value Auctions

Selective Observation in Social Learning

Equilibrium in Wholesale Electricity Markets (with David Salant)

Work in Progress

Do High-Powered Incentives Inhibit Big-Picture Learning? Experimental Evidence from the Takeover Game (with AJ Bostian)

GRANTS AND AWARDS

2007	Bankard Fund grant: summer support
2008	Bankard Fund grant: summer support
2009	Bankard Fund grant: summer support
2010	NET Institute grant
2010	Faculty Research Travel Grant in International Studies
2010	VPR Research Support Award
2011	Bankard Fund grant: summer support, International Growth Centre, £10,000 for “Adoption of water-saving infrastructure in agriculture: the case of laser levellers”
2012	International Growth Centre, £3,000 for follow-up to “Adoption of water-saving infrastructure in agriculture: the case of laser levellers”

TEACHING

American University

2015	Fall, ECON 345 Game Theory, ECON 600 Intermediate Microeconomics (masters)
2015	Spring, ECON 300 Intermediate Microeconomics, ECON 600 Microeconomics (masters)
2014	Fall, ECON 345 Game Theory, ECON 600 Intermediate Microeconomics (masters), ECON 690 Topics in Advanced Microeconomic Theory (PhD independent study)

2014 Spring, ECON 813 Graduate Microeconomics II, ECON 600 Microeconomics (masters)

2013 Fall, ECON 345 Game Theory

University of Virginia

2013 Fall, ECON 701 Graduate Microeconomics
Spring: ECON 401 Game Theory, ECON 402 Auction Theory

2011 Fall: ECON 701 Graduate Microeconomics
Spring: ECON 4020 Auction Theory (2 classes)

2010 Spring: ECON 401 Game Theory, ECON 402 Auction Theory

2009 Fall, ECON 701 Graduate Microeconomics
Spring: ECON 401 Game Theory, ECON 402 Auction Theory

2008 Fall: ECON 701 Graduate Microeconomics
Spring: ECON 402 Auction Theory (two sections)

2007 Fall: ECON 701 Graduate Microeconomics
Spring: ECON 402 Auction Theory, ECON 401 Game Theory

2006 Fall: ECON 402 Auction Theory

Other Institutions

2006 Graduate general equilibrium (as part of the core micro sequence, instructor), Economics Department, University of Maryland.

2006 Graduate advanced microeconomic theory (instructor), Economics Department, University of Maryland.

2004 MBA electronic commerce (instructor), R.H. Smith School of Business, University of Maryland.

2002 Undergraduate course on policy implications economics (co-instructor, taught module on auction theory), University College London.

2001 – 2002 Six week seminar on auction theory for staff of the UK Radiocommunications Agency (instructor), University College London/ELSE.

2001 Graduate microeconomics (teaching assistant), MIT.

- 2000 Graduate mathematical methods in economics (instructor), MIT.
- 1998 Undergraduate game theory (instructor), MIT.
- 1995 Undergraduate macroeconomics (teaching assistant), Duke University.

RELEVANT NON-ACADEMIC WORK

- 2002 Developed multi-period models of spectrum trading under incomplete information, and developed software to compute sequential equilibria for these models. Consulting work performed for the UK Radiocommunications Agency.
- 2001 – 2002 Member of team that designed the auction for UMTS and GSM spectrum licences in Latvia, on behalf of the Latvian telecommunications ministry.
- 2001 – 2002 Developed game theoretic models of trading in the California power markets, on behalf of one of the major generators.
- 2001 Helped with the design of power procurement auctions in Texas, on behalf of the Texas Public Utility Commission
- 2001 Contributed to expert review of plans for auctions of national and regional commercial radio licences in the Netherlands, on behalf of the Dutch telecommunications ministry.

CONFERENCE AND SEMINAR PRESENTATIONS

- 2015 (June 28) Seventh Conference on the Economics of Advertising and Marketing, Oxford University, *How Targeted Advertising Affects Price Competition, Profits, and Consumers*
- 2013 Sixth Conference on the Economics of Advertising and Marketing, Tel Aviv University, *Word of Mouth Ads: A Social Network Approach*
- 2010 University College London (Conference on Microfoundations of Finance, *On the Concentration of Information in Equilibrium*)
- 2009 Virginia Tech (*Network Security*), Midwest Theory Fall Meetings (Penn State, *Bottlenecks in Social Learning*)
- 2007 *Smart Radio, Smart Markets and Policies*, conference organized by Center for Research in Wireless Communications (sponsors: CITI, Clemson University, and Virginia Tech)

- 2006 University College London, London, Centre for Economic Learning and Social Evolution (ELSE), University of Virginia, Department of Systems Engineering
- 2005 Econometric Society World Congress, COFAIL (Paris)
- 2003 Maryland (Smith School of Business)
- 2002 Toulouse (Conference on Electricity Markets)
- 2001 Copenhagen (Conference on Learning), Cornell, Harvard, MIT, Texas, UCLA, UNC.

REFEREE

American Economic Review, Games and Economic Behavior, Economic Theory International Journal of Game Theory, International Journal of Industrial Organization, Journal of the European Economic Association, Economics Letters, IEEE, Quarterly Journal of Economics and Finance, Southern Economic Journal

ADVISING AND DEPARTMENT SERVICE

American University

Department seminar co-coordinator: 2015-2016

Department Merit Pay committee: 2015-2016

Department seminar co-coordinator: 2014-2015

Hiring committee: 2013/2014

Graduate Advising:

Ervin Dervisevic (dissertation committee)

Huan Cheng Du (dissertation committee)

Justin Grana (dissertation committee)

University of Virginia

First Year PhD Core Exam (Microeconomics): January 2007, June 2007, January 2008 (Chair), June 2008, January 2009, June 2009, January 2010, June 2011 (Chair)

Graduate Advising:

Stephen Bruestle (advisor)

Angela Moore Smith (letter writer)

A.J. Bostian (third reader)

Sunit Shah (third reader)

Marianne Corbishley (third reader)

Sean Sullivan (third reader)
Himanshu Gupta (Systems Engineering, dissertation committee)
Jorge Alviar (Systems Engineering, dissertation committee)

Undergraduate Advising

Distinguished Major Program Thesis Advisees

Trevor Dobson (2008, highest distinction)
David Zeke (20010, high distinction)
David Cates (2011, high distinction)
Kevin Chen (2011, high distinction)

UNIVERSITY SERVICE

University of Virginia

Harrison Award committee (2010)
Harrison Award committee (2011)