

# Andrew Sweeting

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## Work Address:

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**Date of Birth:** March 5, 1974

**Citizenship:** United Kingdom & United States

## Education:

Massachusetts Institute of Technology, Cambridge, MA

Ph.D., Economics, 2004

Thesis “The Timing of Commercial Breaks and Music Variety in the Radio Industry”

Committee: Glenn Ellison (Chair), Paul Joskow, Whitney Newey, Nancy Rose

University of Oxford, Oxford, UK

B.A. (Hons), First Class, Philosophy, Politics and Economics, 1995

M.Phil., Economics, 1997

## Employment History:

Department of Economics, University of Maryland, College Park, MD, 2013-  
Associate Professor with tenure, 2013-2017  
Professor, 2017-

Director, Bureau of Economics, Federal Trade Commission, 2020

Academic Visitor, US Department of Justice Antitrust Division, Spring 2017

Department of Economics, Duke University, Durham, NC, 2007-2014

Kathleen Kaylor and G. Richard Wagoner, Jr. Assistant Professor 2007-2012

Associate Professor (with tenure), July 2012-June 2014

Department of Economics, Northwestern University, Evanston, IL, 2004-2007

Assistant Professor

Massachusetts Institute of Technology, Cambridge, MA, 1999-2004

Research Assistant for Glenn Ellison and Paul Joskow

Lexecon Ltd., London UK, 1997-1999

Economic Consultant, specializing in antitrust and damages litigation

## Research Interests:

Industrial Organization, Antitrust and Regulation, E-Commerce, Strategy, Marketing, Applied Econometrics

## Teaching Experience:

University of Maryland, College Park, MD  
Graduate, Computational Economics, 2013- (Teaching Award 2013, 2014, 2016)  
Undergraduate, Industrial Organization, 2013-  
Undergraduate, Economic Statistics, 2017

Duke University, Durham, NC  
Graduate Empirical Techniques for Applied Microeconomics, 2007 & 2011-2013  
Graduate Industrial Organization, 2007, 2010-2013  
Undergraduate Econometrics (core), 2008-11  
Undergraduate "How Markets Work" Elective, 2011-2013

Northwestern University, Evanston, IL  
Graduate Industrial Organization, 2004-07  
Undergraduate Industrial Organization, 2004-07

Teaching Assistant, Massachusetts Institute of Technology, Cambridge, MA  
Graduate Industrial Organization, 2001-02 and 2003-04  
Undergraduate Intermediate Microeconomics, 2001-02

Lecturer, St. Catherine's College, Oxford, UK  
Undergraduate Micro and Macroeconomics, 1996-97

**Published and Accepted Papers (\*=not peer reviewed)**

Coordination, Differentiation and the Timing of Radio Commercials, *Journal of Economics and Management Strategy*, 15(4), 909-942, Winter 2006

Market Power in the England and Wales Wholesale Electricity Market 1995-2000, *Economic Journal*, 117(520), 654-685, April 2007  
*Winner of the Austin Robinson Memorial Prize for best paper published within 5 years of PhD*

The Strategic Timing of Radio Commercials: An Empirical Analysis Using Multiple Equilibria, *RAND Journal of Economics*, 40(4), 710-742, Winter 2009

The Effects of Horizontal Mergers on Product Positioning: Evidence from the Music Radio Industry, *RAND Journal of Economics*, 41(2), 372-397, Summer 2010

Price Dynamics in Perishable Goods Markets: The Case of Secondary Markets for Major League Baseball Tickets, *Journal of Political Economy*, 120(6), 1133-1172, December 2012

When Should Sellers Use Auctions?, *American Economic Review*, 103(5), 1830-1861, August 2013 (with James Roberts)

Dynamic Product Repositioning in Differentiated Product Markets: The Effect of Fees for Musical Performance Rights on the Commercial Radio Industry, *Econometrica*, 81(5), 1763-1803, September 2013

Multiplicity of Equilibria and Information Structures in Empirical Games: Challenges and Prospects, *Marketing Letters*, 25(4), 1-11, June 2014 (with Ron Borkovsky, Paul Ellickson, Brett Gordon, Victor Aguirregabiria, Pedro Gardete, Paul Grieco, Todd Gureckis, Teck-Hua Ho, and Laurent Mathevet)

Regulating Bidder Participation in Auctions, *RAND Journal of Economics*, 45(4), 675-704, Winter 2014 (with James Roberts and Vivek Bhattacharya)

The Radio Industry, chapter in *The Handbook of Media Economics*, ed. Simon Anderson, David Stromberg and Joel Waldfogel, published December 2015

Selective Entry and Auction Design, *International Journal of Industrial Organization*, 43, 189-207, November 2015 (with Vivek Bhattacharya)

Bailouts and the Preservation of Competition, *American Economic Journal: Microeconomics*, 8(3), 257-288, August 2016 (with James Roberts)

Secondary Markets, *New Palgrave Dictionary of Economics*, 2019

An Empirical Model of Dynamic Limit Pricing: The Airline Industry, *Journal of Political Economy*, 128(3), March 2020 (with Chris Gedge and James Roberts)

Economics at the FTC: Fertilizer, Consumer Complaints and Private Label Cereal, *Review of Industrial Organization*, 57(4), December 2020, 751-781 (with Dave Balan, Nick Kriesle, Matt Panhans and Devesh Raval) (\*)

Not All Pre-Emptive Mergers Are Alike: A Classification of Recent Cases, *Antitrust Chronicle*, Fall 2020 (with Joel Schrag and Nathan Wilson) (\*)

A Review of Cases Involving the Loss of Potential and Nascent Competition at the FTC, With Particular Reference to Vertical Mergers, *Competition Law and Policy Debate*, 6(2), 60-66, December 2020 (with Alison Oldale and Bilal Sayeed) (\*)

### **Papers Under Revision or Review**

Repositioning and Market Power After Airline Mergers, January 2021 (with Sophia Li, Joe Mazur, Yongjoon Park, James Roberts and Jun Zhang), resubmitted to the *RAND Journal of Economics*

Winner of the Robert F. Lanzillotti Prize for the Best Paper in Antitrust Economics 2018 (with title “Endogenous and Selective Service Choices After Airline Mergers”)

Dynamic Price Competition, Learning-By-Doing and Strategic Buyers, December 2020 (with Shen Hui, Calvin Jia and Xinlu Yao), revision requested by the *American Economic Review*

Dynamic Oligopoly Pricing with Asymmetric Information: Implications for Mergers, 2021 (with Xuezheng Tao and Xinlu Yao)

### **Older Working Papers**

A Model of Non-Stationary Dynamic Price Competition With An Application to Platform Design, NET Institute Working Paper, 15-03, September 2015

Auctions vs. Fixed Prices vs. Both: Mechanism Choices for Perishable Goods, April 2013 (inactive)

The Wholesale Market for Electricity in England and Wales: Recent Developments and Future Reforms, 2000

available as MIT Center for Energy and Environmental Policy Research WP 2000-07

### **Grants, Awards and Fellowships**

National Science Foundation, SES-1658670, New Applications of Dynamic Games with Asymmetric Information, \$220,951, 2017-2021 (PI)

Sloan Foundation, PI on grant supporting data collaboration between the NBER and Nielsen, \$110,000, 2017-2018

Dean's DRI Research Seed-Grant, 2015, \$10,000

NET Institute Summer Research Grant Award, 2015, \$3,000

National Science Foundation, SES-1260876, Extending Entry Models with Applications to Mergers, Bailouts, Entry Deterrence and Procurement, \$415,066, 2013-2017 (Co-PI with James Roberts)

National Science Foundation Award, SES-0850441, Price Dynamics, Mechanism Choice and Mechanism Design in Markets for Perishable Goods, \$259,216, 2009-2013

National Bureau of Economic Research, Faculty Research Fellow, 2007-2013

National Bureau of Economic Research, Research Associate, 2013-

Center for Economic Policy Research, Research Fellow, 2021-

*American Economic Review*, Excellence in Refereeing, 2012, 2013, 2014, 2015

Robert M. Solow Award for Excellence in Graduate Student Research and Teaching, Massachusetts Institute of Technology, 2004

National Association of Broadcasters Research Grant to study the radio industry, 2002

Kennedy Memorial Trust Scholarship, 1999

*Proxime Accessit* for the written examinations, M.Phil. in Economics, University of Oxford, 1997

Gladstone Scholarship in PPE, University College, Oxford, 1996

### **Invited Seminars and Presentations**

2020-21: Georgetown on the Hill (panel vertical mergers), ICN meetings (panel on digital mergers), ABA Meet the Director (vertical mergers), ABA Antitrust Consumer Protection Section (economics in consumer protection cases), Indiana (forthcoming)

2019-20: Wharton, UBC (Sauder), Federal Trade Commission, Washington DC IO Conference, GCR Live! (panel session on vertical mergers), ABA Antitrust Spring Meetings (Bureau Director session), ABA Antitrust M&A Section (coordinated effects), CRESSE (policy panel on nascent acquisitions),

2018-19: Northwestern/Searle Antitrust Conference, Wharton, University of Rochester, ASSA Meetings (Atlanta), Wisconsin, NBER Summer IO Meeting (organizer)

2017-18: Boston University, Purdue, NBER Winter IO Meeting (presenter), Texas A&M, Toronto, Princeton, Stanford, NYU/Columbia, Carnegie Mellon, Bates White

2016-17: Georgia Tech, Clemson, Columbia/NYU, Penn State, Rice, Cornerstone Research, University of Indiana, Northwestern, Department of Justice, Federal Trade Commission, UCLA

2015-16: NET Institute Conference, Arizona, Bates White, Federal Communications Commission, Federal Reserve Board of Governors, NBER Summer Institute (discussant)

2014-15: Michigan, Ohio State, Cornell, Wharton (Marketing), London School of Economics, Montreal, NBER Summer Institute (discussant)

2013-14: MIT, Federal Reserve Board of Governors, Department of Justice, Choice Symposium, Compass Lexecon, Georgetown University, Northwestern, Washington University at St. Louis, UCLA, UBC

- 2012-13: Yale, Boston College, University of Maryland, Berkeley, Georgetown, Carnegie Mellon, Wharton, eBay Research, Carnegie Mellon, Wharton, Johns Hopkins, Bureau of Economic Analysis
- 2011-12: University of Texas at Austin, Johns Hopkins, Rochester, Chicago GSB, Columbia, Federal Trade Commission, University College London, NBER Winter IO Meetings (as discussant), NBER Summer Institute
- 2010-11: UNC Chapel Hill, NYU Stern, Vanderbilt, Wisconsin, Mannheim, Zurich, Helsinki School of Economics, Cowles Conference, NBER Summer Institute
- 2009-10: Washington University Olin School, North Carolina State, Toronto Rotman School, HEC Montreal, NBER Summer Institute, NBER Winter IO Meetings (as discussant)
- 2008-09: Wharton, Quantitative Marketing and Economics Conference (New York), Federal Trade Commission Applied Microeconomics Conference, University of Minnesota, London School of Economics, NBER Winter IO Meetings
- 2007-08: Columbia University, London Business School, Virginia Tech, Duke University, UK Competition Commission
- 2006-07: UBC Summer Conference on Industrial Organization (Kelowna), University of Illinois at Chicago, Yale University, Duke University, Northwestern University, University of Chicago Graduate School of Business, Columbia University, MIT/Harvard, Stanford University, Cowles Conference (Yale), SITE
- 2005-06: Minnesota Applied Microeconomics Conference, Toronto Rotman, University of Michigan, University of Virginia, Federal Trade Commission, Department of Justice, University of Wisconsin-Madison, Northwestern-University of Chicago Marketing/IO Conference
- 2004-05: Duke, University of Illinois at Urbana-Champaign, Olin School of Business at Washington University (St. Louis), Stanford Graduate School of Business, Johnson School of Management at Cornell, Society of Economic Dynamics (Budapest), ESSET Conference (Gerzensee), NBER (Cambridge, MA), Econometric Society World Congress (London)
- 2003-04: MIT Department of Economics, Berkeley Department of Economics, Berkeley Haas School of Business, Chicago Graduate School of Business, Harvard John F. Kennedy School of Government, UCLA Department of Economics, Stanford Department of Economics, NYU Stern School of Business, LSE Department of Economics, Harvard Business School, Yale School of Management, University of Pennsylvania Department of Economics, Northwestern Kellogg School of Management, Northwestern Department of Economics, Princeton Department of Economics, Boston University Department of Economics, Pennsylvania State University Department of Economics, Wharton School of Business, International Industrial Organization Conference (Chicago), CSIO/Toulouse Industrial Organization Conference (Evanston)
- 2002-03: MIT Department of Economics, National Association of Broadcasters/ Broadcasting Education Association Convention (Las Vegas)
- 2001-02: University of California POWER Electricity Conference (Berkeley)

### **Professional Activities**

Member of the Academic Panel of the UK Competition Commission (2007- 2014)

Member of American Economics Association, Econometric Society and the Royal Economic Society

Associate Editor, *Economic Journal*, 2012-2017

Editor, *Journal of Industrial Economics*, 2014-2019

Foreign Editor, *Review of Economic Studies*, 2013-2019

Founder and Organizer, Washington DC IO Conference, 2014-  
National Science Foundation Panelist  
Referee on Expert Reports for Federal Communications Commission  
Academic Affiliate, Compass Lexecon, 2014-2017  
Academic Affiliate, Cornerstone Research 2018-2019, 2021-

Referee for *Econometrica*, *Journal of Political Economy*, *American Economic Review* (3-time recipient of Excellence in Refereeing Award), *Review of Economic Studies*, *Quarterly Journal of Economics*, *International Economic Review*, *RAND Journal of Economics*, *Journal of Industrial Economics*, *Economic Journal*, *Journal of Econometrics*, *Journal of Public Economics*, *Review of Economics and Statistics*, *Journal of Economics and Business Statistics*, *European Economic Review*, *Journal of the European Economic Association*, *Berkeley Electronic Press*, *The Energy Journal*, *National Science Foundation*

### **Graduate Student Committees and Initial Placements**

Federico Boffa (University of Bolzano, Chair), Viswanath Pingali (Institute for Financial Management and Research, Delhi, India, Chair), Stephen Finger (University of South Carolina, co-Chair), Jason Blevins (Ohio State University), Emily Wang (U Mass Amherst, Chair), Christoph Bauner (U Mass Amherst, Chair), Elisheba Spiller (Resources for the Future), Elliott Anenberg (Federal Reserve Board of Governors), Ed Kung (UCLA), Kyle Mangum (Georgia State), Ralph Mastromonaco (University of Oregon), Christopher Geissler (ISO New England, Chair), Yair Taylor (Department of Justice, Chair), Chung-Ying Lee (National University of Taiwan, Chair), Ron Chan (University of Manchester), Joe Mazur (Purdue, Chair prior to leaving Duke), Sophia Li (Cornerstone, Chair prior to leaving Duke), Daisy Dai (Lehigh, Co-Chair), Yifang Guo (San Diego Gas and Electric), Christy Zhou (Clemson and RFF Post-Doc, Co-Chair), Martha Caulkins (Brattle Group), Wengfeng Wang (CUHK), Chris Gedge, Robert Kulick (NERA, Co-Chair), Jen He (Ernst and Young), Yong Paek (Brattle Group, Chair), Xuezheng Tao (SHUFE, Chair), Hui Shen (Chinese University of Hong Kong, Chair), Svetlana Pivovarova (Amazon, Chair), Jun Zhang (Renmin University, Co-Chair), Santiago Velez (Rivada Networks), Yongjoon Park (U Mass Amherst, Chair), Xinlu Yao (current, Chair)

### **Departmental and University Service**

University Academic Council (Duke University, 2008-2010), Chair of Departmental Computing Committee (Duke University, July 2011-2013 and University of Maryland, 2013-), Junior Hiring Committee (Duke University, 2008-2010, Chair 2012, University of Maryland 2016-2019, Chair 2019), Senior Hiring Committee (Duke University, 2009-2010, 2012-13), Departmental Salary Committee (University of Maryland, 2014-), Departmental Executive Committee (University of Maryland, 2014-15, 2017-18 (Chair), 2018-19), Ph.D. Placement Director (University of Maryland, 2014-2017), Mentor for the McNair Summer Research Institute for Minority Students, 2015 and 2016, Hiring Committee for a High Performance Computing Analyst (University of Maryland, 2016), Re-Appointment Review Committee for Dean (2018-2019)